OFFICE APPLIANCES

THE MAGAZINE OF OFFICE EQUIPMENT - *Founded by* GEO. H. PATTERSON - *Edited by* EVAN JOHNSON

DECEMBER, 1915

Business Equipment Journal Incorporated With Office Appliances

How One Little Girl with a Burroughs Keeps the Evinrude Books

At the left are shown the Evinrude ledger page and statement form. Your forms may be different, but there's a Burroughs to meet every requirement and handle your bookkeeping in the way that you want it done.

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OFFICE APPLIANCES

THE MAGAZINE OF OFFICE EQUIPMENT

FOUNDED BY GEO. H. PATTERSON

Managing Editor—EVAN JOHNSON HOBART W. MARTIN, Associate Editor

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Office Appliances is a monthly trade journal covering the manufacture and distribution of office machinery, office devices, office furniture, office supplies and the entire range of commercial stationery. It serves a clientele composed of managers and agents for the various office machines, devices and supplies, commercial stationery dealers and the purchasing agents of many of the largest corporations in the United States. It also reaches some dealers in fifty-one other countries who deal in American office equipment.

The ownership of Office Appliances is vested solely in the officers of the company. No person, firm or corporation, either directly or indirectly connected with the business it represents, has any share in its ownership or voice in shaping its policy, which has in view at all times the best interests of the field it serves. It aims to discuss all subjects fairly, and to furnish its readers reliable information concerning the progress and development of the office appliance industry. It will answer any questions germane to its field to the best of its ability, and it asks its readers in all parts of the world to aid it with inquiries and suggestions, to which it will give prompt and earnest consideration.

ADVERTISING RATES upon application—only articles of office equipment or directly related products eligible.

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VOLUME XXII DECEMBER, 1915 NUMBER 6

THIS NUMBER CONTAINS

	Page
ABBOTT LEAVES ART METAL CONSTRUCTION COMPANY	72
A LEADER IN THE FOUNTAIN PEN INDUSTRY	134
BROWN, CARLETON, SKETCH OF	13
BUSINESS SHOW IN ST. LOUIS	57
CASH REGISTER SALESMEN HOLD BIG CONVENTION	64
CINCINNATI FURNITURE EXCHANGE MEETS	78
COOPER, W. E., RESUMES BUSINESS	124
DESK MANUFACTURERS CONVENE IN CHICAGO	74
EVERYBODY'S MAGAZINE HONORS TYPEWRITER PRESIDENT	118
FOR YOUR STENOGRAPHER. In Which Miss Edna Robeson of Atlanta Explains How She Became an Expert Stenographer	26
FOX TYPEWRITER COMPANY GOES TO NEW MEN. Earl Stokoe Becomes General Manager and Irving Franks Advertising and Sales Manager of the New Organization	56
GETTING GOOD WILL BY LETTER. Being the Third of a New Series of "Get" Articles by Louis Victor Eytinge	14
GOOD WINDOWS BIG ADVERTISING ASSET. A Few Suggestions as to the Power of the Window in Making Sales Through Appeals to the Eye	24

(OVER)

Page

HOW IRVING-PITT REACHED THEIR MARKET. Campaign in Business Papers to Sell Loose Leaf Devices 108

IN OTHER LANDS 31

LIKENESS OF MADAM JEANNE LUEBA WORKING ON THE TYPEWRITER AMONG THE RUINS OF INDO-CHINA 30

LOOSE LEAF MANUFACTURERS MEET. National Association of Loose Leaf Manufacturers Holds Session in Chicago 126

NATIONAL ASSOCIATION NEWS. Information Concerning the Activities of the National Association of Stationers and Manufacturers from Month to Month 89

NEW MACHINES AND DEVICES 38

NEW THREE AND A HALF MILLION DOLLAR UNDERWOOD CORPORATION 55

NEWS AND MISCELLANY 55

PASSED AWAY DURING THE MONTH 138

PICTURE WHICH SHOWS SOME OF THE RETURNS FROM ABROAD ARISING FROM A SMALL ADVERTISEMENT IN OFFICE APPLIANCES 37

PUBLISHERS' POINT OF VIEW 9

REVIEW OF YEAR'S ADVERTISING ANNOUNCEMENTS 44

REVIEW OF YEAR'S NEW DEVICES 50

Page

SALAMAGUNDI 29

THE SALESMAN AND HIS JOB. Reprinted by Permission From Globe-Wernicke "Doings" for the Month of November, 1915 21

THE STURTEVANT WAR LETTERS. How the Paris Office of the Oliver Typewriter is Co-operating in the Publication of Some Remarkable Letters From the Front 36

THRIFT, TIMOTHY BURR, SKETCH OF 13

TODD & CO., G. W., INCORPORATE AS TODD PROTECTOGRAPH COMPANY 142

TODD COMPANY TAKES OVER PEERLESS CHECK WRITERS 62

CLASSIFIED NEWS.

Adding machines 154
Catalogues 164
For the Attention of the Manufacturer 144
Furniture 160
House Organs 166
Loose Leaf 158
Other Machines 156
Patents 168
Pens and Pencils 152
Purely Personal 140
Ribbons and Carbons 162
Stationery 148
Typewriters 150

AND THE ADVERTISEMENTS OF THE FOLLOWING MANUFACTURERS:

Page

A

Acme Gold Pen Co. 167
Acme Staple Co. 72
Acorn Brass Mfg. Co. 167
Adams, Henry T. 158
Addressograph Co. 105
Adjustable Table Co. 161, 167
American Check Protector Co. 154
American Clip Co. 165
American Electric Co. 94
American Embossing Co. 160
American Vulcanized Fibre Co. 149
Ames & Filstead 106
Annual Business Show Co. 71
Ansonia Novelty Co. 160
Argus Mfg. Co. 148
Art Metal Construction Co. 97
Ault & Wiborg Co. 64
Automatic File & Index Co. 140
Automatic Pencil Sharpener Co. 108
Azora Rubber Co. 128

B

Bailey Mfg. Co. 161
Bankers' Clasp Co. 160
Barbee Wire & Iron Works 136
Barrett Bindery Co. 163
Barrett Changer Co. 156
Beaumel, D. W., Co. 166
Beegee Co. 152
Bentley & Gerwig Furniture Co. 105
Berger Mfg. Co. 107
Best Index Co. 162
Blackhall Co., The 150
Blickensderfer Mfg. Co. 137
Boorum & Pease L. L. B. Co. 124
Boston Index Card Co. 155
Bradley, Milton, Co. 139
Bristow, Frederick 164
Brown, L. L., Paper Co. 60
Browne-Morse Co. 100
Buckeye Ribbon & Carbon Co. 120
Buehner Chair Co. 153
Burroughs Adding Machine Co. 2
Bushnell, Alvah, Co. 138
Byron Typewriter Cabinet Co. 132

Page

C

Canode & Hunt Mfg. Co. 165
Carter's Ink Co., The 157
Charlevoix Hotel 165
Chicago Eyeshield Co. 164
Chicago Mirror & Art Glass Co. 161
Chicago Safe & Mdse. Co. 167
Cleanall Typewriter Brush Co. 150
Cleveland Leather Goods Co. 152
Columbia Ribbon & Carbon Mfg. Co. 145
Commercial Sales & Mfg. Co. 140
Conklin Pen Mfg. Co. 109
Cook, C. A., Co. 149
Corona Typewriter Co. 80
Crane, Z. & W. M. 126
Crescent Brass & Pin Co. 134
Crown Ribbon & Carbon Co. 126
Crystal Mfg. Co. 165
Cushman & Denison Mfg. Co. 145, 163
Cutler Desk Co. 133

D

Dalton Adding Machine Co. 111
Davenport Manufacturing Co. 146
Davids, Thaddeus, Co. 147
Davol Rubber Co. 166
Detroit Coin Wrapper Co. 167
Dick, A. B., Co. 113
Dietz, J. F., & Co. 121
Dixon, Joseph, Crucible Co. 116
Dornette, J., & Bro. Co., The 129

E

Easy Fastener Co. 158
Eaton, Crane & Pike Co. 74
Elliott Company, The 62
Elliott-Fisher Co. 83
Ellis Adding Typewriter Co. 121
Elsinore Paper Co. 163
Erie Art Metal Co. 161
Esterbrook Steel Pen Co. 107
Eureka Blotter Bath Co. 147
Eversharp Pencil Co., Inc. 152

Page

F

Faber, Eberhard 153
Fales, E. N., & Co. 154
Featherweight Eyeshade Co. 163
Felt & Tarrant Mfg. Co. 171
Feuerstein, S. B., & Co. 163
Fireproof Furniture & Construction Co. 93
Fowler-Manson-Sherman Cycle Mfg. Co. 143
Fox, George E., Co. 144

G

Gaydoul, Geo. P. 154
General Eclipse Co. 134
General Fireproofing Co. 114, 115
General Typewriter Exchange 127
Gessler, Max, Inc. 142
Globe-Wernicke Co., The 122, 123
Goes Lithographing Co. 169
Golding Manufacturing Co. 165
Goodrich, The B. F., Co. 139
Graff, George B., Co. 162

H

Hampshire Paper Co. 61
Hart Mfg. Co. 161
Heinn Company, The 169
Herkimer Hotel 165
Higgins & Co., Chas. M. 158
Hoge, Hampden 150
Holtzer-Cabot Electric Co. 118
Hub, J. C., Mfg. Co. 139

I

Ideal Book Mailing Corner Co. 167
Ideal Moistener Co. 148
Ideal Stencil Machine Co. 146
Imperial Desk Co. 143
Imperial Mfg. Co. 166
Imperial Methods Co. 117
International Carbon Paper Co. 124
Ireland & Mathews Mfg. Co. 136
Irish, George, Paper Co. 154
Irving-Pitt Mfg. Co. 90

K

Kalamazoo L. L. Binder Co. 135
Kaye & Pounsford Co. 148

Page

K

Kellner, Otto, Jr. 159
Kemple, G. W., & Co. 162
Kihn Brothers 153
Kohlhaas, The, Co. 152

L

Lavette, H. C. 145
Line-a-Time Mfg. Co. 138

M

Macey Co., The 78
Manifold Supplies Co. 61
Marble & Shattuck Chair Co. 129
Massillon Wire Basket Co. 110
McFaddin, H. G., & Co. 157
McMillan Book Co. 159
Meilicke Calculator Co. 151
Meilink Mfg. Co. 95
Mercury Mfg. Co., The 132
Meyercord Co., Inc., The 141
Meyer & Wenthe 167
Mills, Byron T. 167
Milwaukee Chair Co. 110
Mittag & Volger, Inc. 59
Mizpah Hotel 165
Monroe Calculating Machine Co. 76
Morschhauser, Wm. A. 157
Morton Manufacturing Co. 150

N

National Blank Book Co. 79
National Cash Register Co., The 101
National Envelope Co. 128
National Ribbon & Carbon Co. 143
National Typewriter Exchange Co. 162
Neidich Process Co. 102
Nichols & Stone Co. 161

Page

O

O. K. Mfg. Co. 141
Oliver Typewriter Co. ..... Back Cover

P

Peerless Moistener Co. 120
Pelouze Manufacturing Co. 159
Phelps, H. D. 160
Plew & Motter Co. 137
Polar Mfg. Company 157
Proudfit Loose Leaf Co. 144

R

Ravenswood Office Specialties Co. 165
Rebuilt Typewriter Co. 92
Remington Typewriter Co. 63
Republic-Dodge 118
Rex Typewriter Co. 125
Rockhill & Victor 142
Royal Typewriter Co. 73
Rush-Eraser Co. 159

S

Safe-Cabinet Co. 82
Sengbusch Self-Closing Inkstand Co. 153
Shaw-Walker Co. 81
Sheppard, C. E., Co. 147
Siggers, E. G. 163
Simonson, R. A., & Co. 160
Smead Mfg. Co. 87
Smith, L. C., & Bros. T. W. Co. 75
Smith-Premier Typewriter 77
Sohm Electric Co. 137
Spurgin Mfg. Co. 158
Standard Carbon & Ribbon Co. 148
Standard Index Card Co. 150
St. Johns Table Co. 151
Stow & Davis Furniture Co. 149

T

Taft-Peirce Manufacturing Co. 146
Tatum, Sam'l C., Co., The 133
Taylor Chair Co., The 85

Page

T

Tenacity Mfg. Co. 148
Tengwall Co. 158
Tension Envelope Co. 112
Terrell's Equipment Co. 140
Thorp & Martin Typewriter Co. 163
Todd Protectograph Co. 164
Toledo Metal Furniture Co. 155
Traut & Hine Mfg. Co. 66
Triner Scale & Mfg. Co. 163
Trussell Mfg. Co. 156
Typewriter Emporium 165

U

Underwood, John, & Co. 116
Underwood Typewriter Co. 65, 88
Union Ribbon & Carbon Co. 146
U. S. Playing Card Co. 127
U. S. T. W. Ribbon Mfg. Co. 151

V

Van Dorn Iron Works Co., The 130, 131
Van Valkenburg, L. D. 120
Victor Typewriter Co. 96
Viking Sales Co. 110
Visigraph Typewriter Co., The. 98

W

Wabash Cabinet Co. 143
Wachusett Specialty Co. 154
Wagemaker Co., Ltd. 141
Webster Co., F. S. 91
Weis Manufacturing Co. 67-70
Weston, Byron, Co. 90
Wholesale Typewriter Co. 84
Wiggins, John B., Co. 167
Wiley, Wm. H., & Son Co. 162
Wilson-Jones Loose Leaf Co. 99
Wizard Company 107
Woodstock Typewriter Co. 171

Y

Yawman & Erbe Mfg. Co. 119
Young Typewriter Co. 163

FOR CONVENIENCE THE LINES ARE HERE CLASSIFIED:

Page

Adding Machine Roll Paper.
Irish, George, Paper Co. 154

Adding Machines.
Burroughs Adding Machine Co. 2
Dalton Adding Machine Co. 111
Felt & Tarrant Mfg. Co. 171
Monroe Calculating Machine Co. 76

Adding Typewriters.
Elliott-Fisher Co. 83
Ellis Adding Typewriter Co. 121
Remington Typewriter Co. 63
Underwood Typewriter Co. 65, 88

Addressing Machines.
Addressograph Co. 105
Elliott Co., The 62

Baling Presses.
Davenport Mfg. Co. 146

Billing Machines.
Burroughs Adding Machine Co. 2
Elliott-Fisher Co. 83
Remington Typewriter Co. 63
Underwood Typewriter Co. 65, 88

Blanks for Bonds and Stocks.
Goes Lithographing Co. 169
Kihn Bros. 153

Book Rings.
Adams, H. T. 158
Kellner, Otto 159

Bookkeeping Machines.
Elliott-Fisher Co. 83

Business Shows.
Annual Business Show Co. 71

Calculators.
Meilicke Calculator Co. 151
Monroe Calculating Machine Co. 76
Morschhauser, Wm. A. 157

Card Presses.
Feuerstein, S. B., & Co. 163

Cash Registers.
National Cash Register Co., The. 101

Chair Pads.
Fox, George E., Co. 144

Chairs.
Buehner Chair Co. 159
Cook, C. A., Co. 149
Marble & Shattuck Chair Co., The. 129
Milwaukee Chair Co. 110
Nichols & Stone Co. 161
Taylor Chair Co., The 85

Page

Check Protectors.
American Check Protector Co. 154
Todd Protectograph Co. 164
Wachusett Specialty Co. 154

Check Stub Holder.
Bankers Clasp Co. 160

Coin Devices.
Barrett Changer Co. 156
Detroit Coin Wrapper Co. 167
Spurgin Mfg. Co. 158

Copy Holders.
Line-a-Time Mfg. Co. 138

Copying Devices.
Eureka Blotter Path Co. 147
Yawman & Erbe Mfg. Co. 119

Cuspidors.
Ireland & Matthews Mfg. Co. 136

Desk Clocks.
Phelps, H. D. 160

Desk Lamps.
McFaddin, H. G., & Co. 157

Desks.
Bentley & Gerwig Furniture Co. 155
Cutler Desk Co. 133
Dietz, J. F., & Co. 121
Dornette, J., & Bro. Co., The 129
Imperial Desk Co. 143
Stow & Davis Furniture Co. 149

Duplicating Machines.
Dick, A. B., Co. 113
Fales, E. N., & Co. 154

Envelope Sealers.
Acorn Brass Manufacturing Co. 167
Commercial Sales & Mfg. Co. 149

Envelopes.
Bushnell, Alvah, Co. 138
Lavette, H. C. 145
National Envelope Co. 128
Smead Mfg. Co. 87
Tension Envelope Co. 112

Erasers.
Beegee Co. 152
Crystal Mfg. Co. 165
Dixon, Joseph, Crucible Co. 116
Faber, Eberhard 153
O. K. Mfg. Co. 141
Rush-Eraser Co. 159

Page

Eye Shades.
Chicago Eye Shield Co. 164
Featherweight Eyeshade Co. 163

Filing Cabinets, Metal.
Art Metal Construction Co. 97
Berger Mfg. Co. 107
Fireproof Furn. & Constr. Co. 93
General Fireproofing Co. 114, 115
Globe-Wernicke Co. 122, 123
Meilink Mfg. Co. 95
Safe-Cabinet Co. 82
Shaw-Walker Co. 81
Terrells Equipment Co. 140
Van Dorn Iron Works Co., The 131
Yawman & Erbe Mfg. Co. 119

Filing Cabinets, Wood.
Automatic File & Index Co. 140
Brown-Morse Co. 100
Globe-Wernicke Co. 122, 123
Imperial Methods Co. 117
Macey Company, The 78
Wabash Cabinet Co. 143
Wagemaker Co., Ltd. 141
Weis Mfg. Co. 67-70
Yawman & Erbe Mfg. Co. 119

Filing Devices.
American Clip Co. 165
Bushnell, Alvah, Co. 138
Yawman & Erbe Mfg. Co. 119

Finger Pads.
Davol Rubber Co. 166

Fountain Pens.
Beaumel, D. W., Co. 108
Conklin Pen Mfg. Co. 109

Glass Desk Pads.
Chicago Mirror & Art Glass Co. 161
Fox, George E., Co. 144
Polar Mfg. Co. 157
Ravenswood Office Specialties Co. 165

Gold Pens.
Acme Gold Pen Co. 167
Gaydoul, Geo. P. 154

Hotels.
Charlevoix, Detroit 165
Herkimer, Grand Rapids 165
Mizpah, Syracuse, N. Y. 165

Index Guides.
Best Index Co. 162
Boston Index Card Co. 155
Hub, J. C., Mfg. Co. 139
Simonson, R. A., Co. 160
Standard Index Card Co. 150

(OVER)

Page

Inks, Adhesives, Etc.
Carter's Ink Co., The..... 157
David, Thaddeus, Co..... 147
Higgins, Chas. M., & Co..... 158
Underwood, John, & Co..... 116

Inkstands.
General Eclipse Co..... 134
Sengbusch, S-C Inkstand Co..... 153

Letter Distributors.
Bailey Mfg. Co..... 161
Barbee Wire & Iron Works..... 136
Bristow, Frederick 164

Loose Leaf.
Barrett Bindery Co..... 163
Boorum & Pease L. L. Book Co... 124
Heinn Co., The..... 169
Irving-Pitt Mfg. Co..... 90
Kalamazoo Loose Leaf Bdr. Co... 135
McMillan Book Co..... 159
National Blank Book Co..... 79
Plew & Motter Co..... 137
Proudfit Loose Leaf Co..... 144
Rockhill & Vietor 142
Sheppard, C. S., Co..... 147
Tatum, Sam'l C., Co., The..... 133
Tennecity Mfg. Co..... 148
Tengwall Co. 158
Trussell Mfg. Co..... 156
Wilson Jones Loose Leaf Co..... 99

Mailing Devices.
Ideal Book Mailing Corner Co..... 167

Manufacturing Under Contract.
Taft-Pierce Mfg. Co..... 146

Moisteners.
Ideal Moistener Co..... 148
Peerless Moistener Co..... 120

Office Furniture Suites.
Stow & Davis Furniture Co..... 149

Paper.
Brown, L. L., Paper Co..... 60
Crane, Z. & W. M..... 126
Eaton, Crane & Pike Co..... 74
Elsinore Paper Co..... 163
Hampshire Paper Co..... 61
Weston, Byron, Co..... 90

Paper Fasteners and Clips.
Blackhall Co. 150
Easy Fastener Co..... 158
Gessler, Max, Inc..... 142
O. K. Mfg. Co..... 141

Patents.
Siggers, E. G..... 163

Pen and Pencil Clips.
Ansonia Novelty Co., The..... 160
Argus Mfg. Co..... 148
Van Valkenburg, L. D..... 120

Pen Extractors.
Kohlhaas, The, Co..... 152

Pen Racks.
Cushman & Denison Mfg. Co..145, 163

Pencil Sharpeners.
Automatic Pencil Sharpener Co... 108
Traut & Hine Mfg. Co..... 66

Page

Pencils.
Dixon, Joseph, Crucible Co..... 116
Eversharp Pencil Co., Inc..... 152
Faber, Eberhard 153

Penholders.
Faber, Eberhard 153

Pens.
Esterbrook Steel Pen Co..... 103

Pins.
Crescent Brass & Pin Co..... 134

Playing Cards.
U. S. Playing Card Co..... 127

Portfolios.
Cleveland Leather Goods Co..... 152

Postal Scales.
Pelouze Mfg. Co..... 159
Triner Scale & Mfg. Co..... 163

Rebuilt Office Machinery.
Chicago Safe & Mdse. Co..... 167

Ribbons and Carbons.
Ault & Wiborg Co..... 64
Buckeye Ribbon & Carbon Co..... 120
Canode & Hunt Mfg. Co..... 165
Carter's Ink Co., The..... 157
Columbia Ribbon & C'bon Mfg. Co. 145
Crown Ribbon & Carbon Co..... 126
International Carbon Paper Co.... 124
Manifold Supplies Co..... 61
Mercury Mfg. Co., The..... 132
Mittag & Volger, Inc..... 59
National Ribbon & Carbon Co..... 143
Neidich Process Co..... 102
Republic Dodge 118
Standard Carbon & Ribbon Co..... 148
Union Ribbon & Carbon Co..... 146
U. S. Typewriter Ribbon Mfg. Co. 151
Webster, F. S., Co..... 91

Rubber Bands.
Faber, Eberhard 153

Rubber Stamps.
Meyer & Wenthe..... 167

Safes.
Art Metal Construction Co..... 97
Mellink Mfg. Co., The..... 95
Safe-Cabinet Co., The..... 82
Yawman & Erbe Mfg. Co..... 119

Shears.
Bradley, Milton Co..... 139
Golding Mfg. Co..... 165

Signals.
Graff, George B., Co..... 162

Signs.
Meyercord Co., Inc..... 141

Stamp Affixers.
Wizard Co. 107

Stands, Metal, for Office Machines.
Adjustable Table Co.....161, 167
Fowler-Manson-Sherman Cycle Mfg. Co. 143

Stapling Machines.
Acme Staple Co..... 72

Stationery, Embossed and Engraved.
American Embossing Co..... 160
Wiggins, John B., Co..... 167

Page

Stationery Cabinets.
Globe-Wernicke Co. 122, 123
Imperial Methods Co..... 117
Mills, Byron T..... 167
Viking Sales Co..... 110

Stencil Cutting Machines.
Ideal Stencil Machine Co..... 146

Tables.
St. John's Table Co..... 151
Stow & Davis Furniture Co..... 149

Telephone Attachments.
American Electric Co..... 94
Holtzer-Cabot Electric Co..... 118

Thumb Tacks.
Hoge, Hampden 159

Time Stamps.
Cushman & Denison Mfg. Co..145, 163
Sohm Electric Co..... 137

Typewriter Cabinets.
Byron Typewriter Cabinet Co..... 132
Hart Mfg. Co..... 161
Toledo Metal Furniture Co..... 155

Typewriter Specialties and Supplies.
Ames & Filstead Co..... 106
Azora Rubber Co..... 128
Cleanall Typewriter Brush Co..... 150
Goodrich, The B. F., Co..... 139
Imperial Mfg. Co..... 166
Kaye & Pounsford Co..... 148
Kemple, G. W., & Co..... 162
Morton Mfg. Company..... 150
Thorp & Martin Typewriter Co.... 163
Wiley, W. H., & Son Co..... 162

Typewriters, New.
Blickensderfer Mfg. Co..... 137
Corona Typewriter Co..... 80
Elliott-Fisher Co. 83
Oliver Typewriter Co.....Back Cover
Remington Typewriter Co..... 63
Rex Typewriter Co..... 125
Royal Typewriter Co..... 73
Smith, L. C., & Bros. Typewriter Co. 75
Smith-Premier Typewriter 77
Underwood Typewriter Co.....65, 88
Victor Typewriter Co., The..... 96
Visigraph Typewriter Co., The.... 98
Woodstock Typewriter Co..... 171

Typewriters, Rebuilt.
General Typewriter Exchange..... 127
National Typewriter Exchange.... 162
Rebuilt Typewriter Co..... 92
Typewriter Emporium 165
Wholesale Typewriter Co..... 84
Young Typewriter Co..... 163

Waste Baskets.
American Vulcanized Fibre Co..... 149
Art Metal Construction Co..... 97
Barbee Wire & Iron Works Co.... 136
Erie Art Metal Co..... 161
Massillon Wire Basket Co..... 110

The Service Bureau of Office Appliances Is for the Exclusive Use of Subscribers and Advertisers

In the execution of its various commissions this bureau calls upon practically every member of the staff It answers by personal letters all inquiries upon matters germane to the field, it furnishes special reports upon articles of office equipment, supplies names of manufacturers of any article wanted, puts man and job together, prepares advertising copy, furnishes lists of desirable agents and dealers in nearly every country, aids foreign dealers in securing U. S. A. lines and in many other ways performs useful service, all without charge. Subscribers in every land have made, and are making, good use of this bureau; manufacturers in every section of the field have had evidence of the service.

TO OUR FRIENDS IN EVERY LAND—

GREETING:

TO our friends in every land we send our cordial greetings and express the hope that they may come into the fullness of the joy of the coming anniversary.

We realize that those of us in lands where peace and plenty yet abide may not enjoy the full measure of the happiness which is associated with the Christmas season; our happiness will be tempered by thoughts of so many of our fellows who must share the dangers and sufferings of war.

And to our friends in the trenches, in the detention camps and in the hospitals—in the shadow which war has cast over their countries—we express the hope that in some way, even under unfavorable circumstances, may come a thought or an experience through which they may receive the benedictions of the day.

Perhaps out of the tempering thoughts which come to us who live in the more favored lands may arise an inspiration—an inspiration to express appreciation of our blessings more in the terms of life than in mere words; perhaps there will be more kindness, more consideration for others. And we express the hope that while the new year is yet young, we may all have the privilege of returning to the peaceful routine of our lives, and by our own words and acts do what we can to promote the universal brotherhood.

H. E. FISHER,
PRESIDENT
THE CONKLIN PEN MANUFACTURING COMPANY,
TOLEDO, OHIO

OFFICE APPLIANCES
THE MAGAZINE OF OFFICE EQUIPMENT

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FROM THE PUBLISHERS' POINT OF VIEW

In Which We Re-echo Captain Burtner's Wish.

A FEW years ago Captain O. A. Burtner of Albuquerque, New Mexico, expressed the wish that at some time before Christmas each year every man in the world could be compelled to read Dickens' "Christmas Carol." This story says not one word about war or armaments. It has nothing to do with endowed universities nor with chemical laboratories nor vast roaring shops where great guns are cast and rifled. It does not tell us of the superiority of learning, nor expound the *lex talionis*—"let him take who has the power and let him keep who can."

"A Christmas Carol" is an old fashioned story—of a fashion so old, indeed, that the world will one day come around to follow it again. It teaches the strength of goodness and the power of kindly impulses. The Ghost of Christmas Past is the specter of what we ought to have been pointing to the duties we ought to do on Christmas day and on all the days thereafter. It is the spirit of love and mercy—of square dealing and good faith. It is doing unto the unfortunate as we would like to be done by if we in turn were in need.

We believe everyone should read "A Christmas Carol," so that the Scrooge that lurks in us all might be led into ways of kindness, up and up until we all might perhaps some day be worthy of the presence and the benediction of Tiny Tim.

Truly, Captain Burtner deserves praise for a good thought. Would that we might give it wider currency!

Christmas a Season of Hope.

ALTHOUGH there seems to be very little indeed upon which to base the hope of an early termination of the war in Europe, yet the approach of the Christmas season brings still more insistently to the fore the thought that, since the war itself was illogical, and has dragged on for nearly a year and a half without accomplishing definite results, perhaps in the near future some basis of an honorable peace may be discovered which will guarantee human rights and prevent the recurrence of a like catastrophe. While no such event seems probable soon, we are old enough to know that all things are possible and human enough to cherish a profound wish that an all-powerful Providence will bring about the end of the war.

The publishers and staff of Office Appliances are necessarily more concerned in the European cataclysm from a personal standpoint than most other citizens of a neutral nation. There is hardly an army in the field which does not number in its personnel men whom we know, either by immediate acquaintance as guests in our office or through long and pleasant correspondence. We are profoundly stirred by the letters of men in the fighting lines and our office has known its meed of sorrow over the death of such men as Lieutenant Mathieson of the British army and Lieutenant Edler of the German army, both of whom we knew personally and sincerely admired. These are but two of the thousands upon thousands of fine young men whom Europe is losing, never to regain—for the work they could have done must be left undone or carried on by other hands, sustained, we hope, and somewhat strengthened by the memory of their heroism.

Perhaps it may not be out of place for us here to express a hope that, notwithstanding this monstrous burden which sits upon the shoulders of the world, the spirit of Christ may illuminate even the fields and the trenches at this Christmas season.

To men with the strength and sanity to face vital issues squarely, let the Christmas season bring reflection. The greatest thing in the world is not the life of the individual. The birth of Christ, which Christmas commemorates, is no greater, nor so great, as the death He died because of the principles for which His life stood. The great monuments which man erects of stone and steel are the shadows of half-conceived truths which the builders seek to make permanent in form and expression. Beside the skull of the Neanderthal man, the Egyptian pyramids are infants in point

of age, and we know that all these things will one day be dust, but that which will not vanish as long as life and intelligence remain anywhere in the universe is the reaching upward of the mind for freer expression and development. Christmas typifies the expression of this aspiration in its most practical aspects. We say most practical, for we know that in no other way can humanity realize its ultimate destiny. That the world has fallen short of the Christ-like ideals is no cause for discouragement. We cannot yet have life and progress without the counter-forces of death and destruction.

Mankind, a degree more intelligent than the beasts, is still in the clutches of that power which we call natural selection—which searches out the type best adapted to survive in all the complicated relations of the modern life. That type need not represent men who have made the greatest material advances or achieved the highest intellectual culture; but it must represent a type which is psychologically as well as physically fit to make its way. With great power of material things, and great intellectual learning, unless tempered by the psychology of the Christ spirit, will inevitably come pride. With pride marches intolerance and tyranny, and then we hear the cry of the pack in the jungle, for just as surely as the leader becomes proud and cruel, so surely will his followers set upon him and drag him to earth. Power will not avail him. Walls and fortresses will crumble, because pride and intolerance, like the heel of Achilles, are his vulnerable spots. (Just incidentally we might mention the fact that the Roman empire retained its greatness only so long as it gave its conquered provinces better government than they could give themselves and administered justice with fairness and impartiality.) The psychology of Christ, bringing the proud people into brotherhood with other men will add strength to strength and perpetuate the race.

—H. W. Martin.

Plea for Development of American Aniline Industry

A LEADING eastern manufacturer of writing inks in a recent communication to Office Appliances outlines a few facts in the manufacture of this product, with especial reference to writing fluids, and closes with the expression of a hope that an aniline industry may be developed in this country for the proper protection of American manufacturers who are now faced by a serious problem owing to the almost total suspension of traffic between Germany and the United States. He says:

"That writing fluid is quite as seriously affected as colored inks by the present acute shortage of dyestuffs is a fact not generally understood. The basic element of writing fluids, most copying inks and all so-called iron-gall products is a colorless liquid, technically known as tannogallate of iron. A writing made with this liquid could hardly be seen when first written, but would gradually change to a permanent black. The only way, however, of giving it color at the start and thus turning it into a usable ink, is to add a blue coloring matter which remains bright and strong until after the permanent black has developed by exposure. Obviously, therefore, writing fluids as well as colored inks are dependent on aniline colors; and it is to be hoped that, for the proper protection of American manufacturers, an aniline industry may ultimately be developed in this country."

To develop an aniline industry of proportions sufficient to protect American users of aniline products is no small problem. To establish an industry for such a purpose and expect it to remain established would be futile—in fact, impossible. No industry can flourish except it be established upon a basis which will offer a reasonably safe guarantee of profitable returns.

In the United States we have in rich abundance all the raw materials needed in the manufacture of aniline dyes and synthetic products generally, including many compounds used in medicine and heretofore produced only in Germany. Professor Gnehm, a Swiss scholar, after a lecture delivered in 1900, expressed the opinion that the United States is the natural home of the dyestuff industry and that some day it will flourish here. We learn from The American Printer that at one time the United States did have the beginning of a dyestuff industry; that during the years between 1872 and 1882 there were nine factories protected by a tariff which enabled these factories to flourish and gave promise of further development, but that in 1883 the tariff on dyestuffs was lowered and five of these factories were swept out of existence. As additional evidence going to prove the reason why the American aniline industry is non-existent, we offer a couple of passages from the pen of Charles Holmes Herty, president of the American Chemical Society, quoted in The American Printer of November 20:

I realize fully that the trend of national opinion in recent years has been toward a lowering of tariffs, in the conviction that industrial giants were parading in the guise of swaddling clothes; but the present unforeseeable situation, resulting in the cessation of imports from the chemical industries of Germany, has shown to all several strikingly weak links in our industrial chain. We cannot afford such. "National self-containedness' is a more fitting slogan for us now than "Tariff for revenue only." . . .

The synthetic dyestuff industry stands today as Germany's triumph. It has been developed partly by that hearty co-operation of industries and universities to which I have already referred, and partly by favorable legislation. It is permeated in every branch by the spirit of research. In its interlacing character it is bound together by reasonable, common-sense co-operation, and it is long past the experimental stage with these attendant heavy financial losses.

In spite of these difficulties one of our factories successfully undertook at one time a considerable production of aniline oil and other intermediate products for which we had depended, up to that time, on foreign countries. What was the result? A market flooded with these products from abroad at prices far below American cost of production. Why? For the express purpose of throttling the new effort in this country, the quintessence of "dumping."

I badly misjudge the temper of our people and their spirit of fair play, which is the essence of democracy, if,

given opportunity to understand this situation, they do not speedily set about to correct, through their representatives in Congress, this serious defect in national legislation by the enactment of an effective "anti-dumping" clause.

Mr. Herty's suggestion of an "anti-dumping" clause in future protective enactments will bear reflection. But we may rest assured that men with money to advance for promotional purposes will not risk it without knowing what condition of competition the infant is going to encounter in its struggle for existence. In other words, capital will not seek investment where it must invite ruin.

Perhaps a solution of many of our difficulties may be found in the often-repeated suggestion of a permanent tariff commission and the removal of the tariff from politics. Such a consummation, while it might require amendment of the constitution to prevent later congresses from undoing not only the commission but all its work, is by no means unworthy of serious consideration.

For a century the English-speaking world has struggled manfully to promote the highest degree of individualism in all business relations. Economists have shown conclusively—upon premises based upon the conditions of their own time and country—that freedom of trade and untrammeled, unassisted production would work out best for the nation having the raw materials and the skilled labor. But we are finding that for every solution there is a counter-problem, and that economic factors refuse to remain stable. While one is building his arguments upon the supposedly established facts, certain elements have changed their relations to the whole and tumbled down all his carefully-built structure. No system of economic philosophy has been devised which will automatically take care of all the questions arising in the complicated and changing relations of human life. We submit, however, that our government, which is of the people and from the people, should be for the people of the United States; that it should foster industry and not destroy it, and that it should exert its utmost wisdom and resources to protect the people of the United States in their right to liberty, life and prosperity in every legitimate pursuit.

H. W. Martin.

Reconstruction Period of American Business.

NEARLY all observers of business in the United States note a distinct tendency toward a stronger demand in all lines. The tide of American business has turned gradually, and trade is recovering its tone and vigor. This is the beginning of a new era—of a reconstruction period in American business.

Beginning with the clearing up of the 1907 financial panic, the star of American business has been in the ascendant. While it has advanced and receded in some quarters and in some industries, the general trend of business has been upward for nearly ten years. This progress has been made, however, practically upon momentum and upon the working out of natural conditions. Movements to advance progress by concerted action of individuals, have been failures on account of uncertain legal interpretations. Business as such has until the last few years received practically no help from government; in fact, it has seemed that the government has been inimical to the interests of business men. Now, however, we are approaching a different idea of administration and we note a tendency toward a more liberal interpretation of the laws and a more helpful attitude on the part of the executive arm of the government. The Federal Trade Commission law and the Clayton Act were created to soften the severity of the Sherman Law, whose strict interpretation handicapped all business progress through organization. The two acts referred to may or may not work out as well as their sponsors hoped, but their enactment indicates a desire on the part of political leaders to advance the substantial prosperity of the country by careful investigation and thorough understanding of business requirements.

As government to a certain extent is a partner in all business, there are many ways in which government might help. Someone has suggested that we have a national school for training men in the highest business practices just as we have at West Point a school for training men in the art of land warfare, and at Annapolis a school for training young men in naval warfare. It has been suggested that should such a school be established, there are ways in which men so trained can be used in government service to improve and advance the industry of this country.

Already the government is making strenuous efforts to aid in the advancement of American commerce abroad. Democratic America is even now showing that it can actually do as much for business and do it as well as the efficient state socialism of Germany, or the highly trained diplomatic British service. Our entire consular service in every corner of the world has been within the last year transformed into an information gathering machine. Consuls, commercial attachés, and commercial agents have had new instructions to study business conditions in their locality, to discover business opportunities, and to report by mail or cable to the central office at Washington. These business chances are immediately gathered together and distributed to some 13,000 manufacturers by means of a daily paper published under the direction of the department. The names are classified to the most minute detail, and in special instances the notification of a trade opportunity is accomplished through confidential correspondence. In addition to the Commerce Reports the editorial division prepares the studies of the special agents and consuls on foreign markets and distributes the books at cost price. The handbook on Russia gotten out in this way is said to be the most accurate and thorough work on Russian commercial conditions ever published.

Dr. E. E. Pratt, chief of the bureau of foreign and domestic commerce, has divided the country into eight districts as a further aid to collecting and distributing trade information. Government red tape has been discarded and business men have been put in charge of the business places. The reports are simple and readable. Dr. W. C. Huntington, who has been placed at the head of the Chicago office of the national bureau, was responsibly connected with the United States Steel corporation before entering the government service, and besides this he had several years' experience in Europe. Dr. Huntington says that the American system is even now superior to the German or British, without taking into account the further extensions planned.

The government is providing information and advice free for the manufacturer of ordinary resources which under other conditions would be at the disposal of only the most powerful organizations. Coupled with the activities of the Federal Trade Commission, the agitation for a merchant marine, and improved bank credits, this new efficiency is prophetic of a government leadership as contrasted with the opposite methods.

Heretofore business in the United States has made its progress against legislative enactments designed to eliminate bad practices, but which really retarded industry as a whole. This progress has been made in the face of the example given us by Japan, whose progress has challenged the admiration of the world. We know what Germany has done toward the advancement of industry at home through the co-operation of the German government and the application of scientific studies to business problems.

But notwithstanding the present condition of great activity which the industries of our country now manifest, we want to utter a word of warning, for we believe that the conditions which will follow the present war will require all our foresight, judgment, prudence and industry. Professor Emory Johnson of Pennsylvania has said that every important war in the past has been followed by a sudden expansion in the industry and commerce of the nations involved in the struggle. He predicts that immediately after the war Europe will buy heavily of America, but having thus stocked up with American materials and having gotten their industries in operation, European producers, within two years after the close of the war, will limit their purchases as much as possible, and will endeavor to sell a large volume of manufactured products in order to reduce their debts and to secure funds for further industrial expansion.

The advantages of organization and co-operation to meet the great problems of credit, commerce, and production with which the war and restored peace will confront us, cannot be ignored or underestimated. Says the Chicago Tribune:

"If we are not to be the helpless victims of post-bellum conditions we must try to bring about a large mobilization and intelligent control of our financial and main business powers, and this means that we ought to reconsider our policy toward great aggregations of capital with the conditions we may expect after the war in view. We must recognize not only that this policy is still uncertain after a quarter century of judicial interpretation but also that we shall now find important factors in the problem not realized when the Sherman law was passed. We are or ought to be conscious that the trust problem with us is not intranational but international, and that it is going to be critically important to our internal welfare that organizations of scope and weight sufficient to deal with world forces in finance and business shall be permitted and supported within the law of the land.

"We ought to be able to do this without abating our purpose to protect the worker and the public from the wrongful exercise of the power inherent in great aggregations of wealth. We ought to see to it that regulatory agencies are perfected to prevent power from becoming tyranny or piracy. But the fallacy of disintegration and decentralization should be disposed of and concentration under sane regulation frankly encouraged. In union there is strength, and we shall need it to be strong in the years to come."

¶ IF BALL CARTRIDGES WERE IN THE GUNS OF THE ELEVEN WHOSE SHOTS FAILED TO FIND THE TARGET—**A WOMAN'S HEART**—THE WORLD WILL PUT UPON THE BREAST OF EVERY MAN, THE EMBLEM OF ITS GREATEST AWARD—**HONORABLE.**

Ike Millikan says a man's greatest comfort is in contemplating the errors he might have made, but didn't.

A. Hoosier.

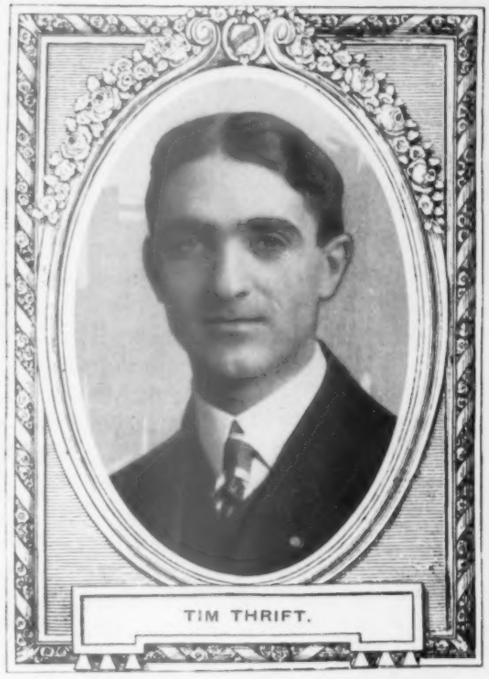
CARLETON F. BROWN.

The portrait which adorns the oval at the top of this column is that of Carleton F. Brown, sales manager of the Corona Typewriter Company of Groton, N. Y. Carleton Brown long ago won the reputation of being an industrious man, and so he is. He is always on the job and his industry and his comprehension of the great future of the folding portable typewriter were big factors in the evolution of the Corona machine, which, from Rose's original invention of springs and tape and what might now be referred to as "contraptions," has come to be a standard machine in every respect and one of the leaders in typewriterdom.

Notwithstanding Mr. Brown's reputation for industry, it is related that back in 1909 when Senator Conger discovered the Standard Folding Typewriter down in New York, where it was being manufactured by the Rose Typewriter Company, Carleton F. Brown was living in ease on the profits of an accident insurance policy after a strenuous experience in metallurgical research work. It seems that the Senator was quick to see the potential advantages of a really portable typewriter, but at the prospect of marketing the machine alone he was inclined to shy. Being a persuasive gentleman he induced Mr. Brown to join him in the work of organizing the Standard Typewriter Company, pointing out that in the light of Mr. Brown's recent experiences such a job was easy in comparison to persuading titanium to unite with iron at 12000° Fahrenheit.

Carleton F. Brown was born in Elizabeth, N. J., and received his education at St. Paul's School, Concord, N. H., and the Rensselaer Polytechnic Institute of Troy, N. Y., where he took the degree of civil engineer and for a short time followed his vocation with the Baltimore & Ohio Railroad, afterward engaging in the manufacturing business.

Upon the completion of the Standard Typewriter Company's organization the factory was transferred from New York to Groton, and Mr. Brown assumed the duties of treasurer and general manager. Six years have passed since Mr. Brown broke into the typewriter business, and in this six years the name of the typewriter has been changed to Corona, and that of the company to the Corona Typewriter Company. The success of this company is due in a very large measure to the industry, ability, integrity and keen, practical intellect of its treasurer and general manager.



TIM THRIFT.

If we were to give an adequate biographical sketch of Tim Thrift nothing less than two full pages would answer our purpose. Mr. Thrift's real name is Timothy Burr Thrift, but he shortens it up considerably for practical purposes, and he never has been guilty of parting it in the middle. He was born at Lansing, Mich., on August 2, 1883. He received his common and high school education at Bellefontaine, Ohio,* afterward taking a special three years' course in Wittenberg college, Springfield, Ohio. Here he was employed in the circulation and agency departments of the Woman's Home Companion. In the spring of 1903 he went to Cleveland, and for a year was a reporter on the Cleveland Press, after which he went with the Weideman Company, wholesale grocers, where for two years he had charge of a private printing plant and an advertising department. His next position was with the Sherwin-Williams Company with whom he spent two years as editor of house organs and manager of trade sales advertising. Next he accepted an offer from the Finley system of restaurants in Cleveland, where he operated a private printing plant and had charge of the advertising. His vivid style and original ideas made the Finley restaurants famous throughout the state. From the Finley system Mr. Thrift went with the Wilson Dress Hook Company as secretary and advertising manager. Five years ago he accepted his present position as advertising manager of the American Multigraph Sales Company, where he has achieved great success.

Mr. Thrift is known as one of the strongest men in the advertising profession. He was formerly president of the National Amateur Press Association and of the Association of National Advertising Managers. At present he is a director in the Association of National Advertisers and the Cleveland Advertising Club, also second vice-president of that club. Outside of the advertising field he belongs to the Cleveland Athletic Club and the Cleveland Automobile Club.

Tim Thrift is best known by his most recent work in exploiting the possibilities of the Multigraph. His experience as a newspaper reporter taught him to look for the interesting side of his product, and he knows how to tell the story in an interesting way.

Tim Thrift is a delightful man. He is tall, dark, very straight, pleasing and humorous. One does not forget him.

*The town which Meredith Nicholson says is identified by Kin. Hubbard by two English sparrows on the Big Four water tank.

GETTING GOOD WILL BY LETTER.

Being the Third of a New Series of "Get" Articles by Louis Victor Eytinge.

(Copyright, 1915, by The Office Appliance Company.)

"THIS thing is going to stop—just as soon as I can make it," and the junior partner thumped his fist down hard enough to make the desk ornaments rattle. To the listening president he told the tale of trouble. Smith had resigned and gone over to a competing firm, while Brown, who had been transferred to Smith's territory, had not turned in one-half of the amount of business formerly sold by Smith. The salesman in leaving carried with him too much of the good-will of buyers, a good-will which should have figured big in the firm's assets, but did not. The junior partner took some weeks off, visiting different industrial and mercantile institutions, studying conditions among the trade and when he returned there was a thorough house-cleaning. He found, for instance, that it cost one of the most efficient houses in the country $105 to find, hire and break in a competent stenographer—that it cost $1,400 to hire and train a good automobile salesman—that in his own house they were actually losing $1,080 every time a road salesman left and a new man took his place. And so, there was finally installed a new method whereby the salesman sold the PERSONALITY OF THE FIRM and that firm went about developing and cultivating that personality—generating good-will from headquarters. Today, when a salesman changes only a ten per cent falling off is noted, and that quickly recovered. Today that firm has a personality as tangible as that of Filene's, Wanamaker's, or the National Cash Register Co.

The first thing done was to employ a competent chief correspondent, an expert who could work in harmony with the sales and advertising departments, but whose authority was absolute on all matters relating to letters of any kind, issued from that house. Too many instances were shown where infinite tact and patience had been taken to develop an account, only to have some cheap clerk in the credit, sales, or other department spoil it all with a brusque, thoughtless letter. Above that chief correspondent's desk hangs this motto: "COURTESY COUNTS—NEGLECT NEVER." He has removed from the stationery the deadening line, "Address All Communications to the Company," for every letter leaving the offices on firm business is signed in the president's name, the different executives initialing their own symbols immediately below. This alone has given a tone—has given life and individuality to all house correspondence. It has turned the thought of prospects from picturing a cold corporation into something pulsing and human.

Weekly conferences were held in the president's office, where the dictation of the various office departments is scrutinized and subject to round-table discussions. The first week of this meeting found 8 per cent of the letters altogether objectionable and 12 per cent of the remainder slightly objectionable. The first week of the fifteenth month under this new system found but 3 per cent meriting slight criticism. Every letter leaving that house is closed with some little good-will message, such as "With best wishes," "With cordial regards," and the like, displacing the ancient, meaningless, "Yours truly." Every inquiry is acknowledged the same day it comes in, the same, too, with orders and checks. Not with any worn-to-death flapdoodle like "We beg to acknowledge receipt of your valued favor of the steenth instant and in reply beg leave to say * * * Trusting to have the favor of your early order which will have our best attention and assuring you of our deepest appreciation, we beg to re-

main" bunk, but letters full of life, lacking in circumlocution, but direct, teeming with vitality and good, straight-from-the-shoulder sense.

One of the first steps was to put the complaint under the control of the correspondent, who changed its name to "Adjustment Division," for the proper handling of complaints requires adjustment and delicacy. Here the trained diplomacy of the chief correspondent, while acting on the theory that "the buyer is always right," has enabled the house to minimize its complaints to a negligible quantity. Let me show you one instance of this adjustment division's success. One of his first letters went out to old patrons who had not bought for a year or more—some even for five years. He had to dig up old ledgers and dusty files to find the evidence he wanted, but when he secured his lists he sent out strong, sincere letters, under the president's signature, of course enclosing a stamped reply envelope, soliciting information as to the cause for the alienation of the account. Was there any complaint as to quality of the goods? Had any salesman been annoying, or had a home office discourteous letter or act influenced him? Just as man to man, would not the reader kindly advise the president? Oh, yes, the sales-manager objected, as did the credit manager and some others. They claimed it would be bad precedent to look for complaints for it might lead to fancied wrongs. Then, too, they said "the psychology of the thing is wrong, for folks might actually think our goods or service faulty." The correspondent insisted, and the net profits for the first year on the re-established relations with former patrons was sufficient to pay his salary five times over. Don't believe it? Well, one of my students in a large, conservative Massachusetts plant sent out just such letters, the other executives looking askance and out of the first two hundred letters to folks who had not been on the books for a year, there came nineteen orders! This, in addition to many little suggestions of service and advice for improvements, which alone made the effort worth while. That was a little more than two years ago, but that same chap who was then drawing $100 monthly is now the European representative for the house, which is a two-million dollar company.

Then there was evolved a house slogan to stand for the house policy. The chief had in mind "The Store with a Conscience," the slogan so earnestly born by the chain of men's stores, owned by "Daddy" Silverwood, the most loved and most successful merchandiser on the Pacific Coast. His own slogan, like that of Silverwood, is emblazoned on every bit of advertising matter, every bill, every letter, and if you've ever had dealings with this house you'll recognize "We profit only when the service satisfies." Every bill carries a unique poster stamp that injects a bit of good nature in even the disagreeable pressing for payment. Every receipt carries a similar posterette for a similar good-will purpose. All through the house correspondence you'll find the "Thank you" tone that has made the United Cigar Stores the greatest retail success of the decade. The correspondent has used little stamps to turn disadvantages into a strong asset. He recognizes, for instance, that many people, because of the selfish advertising of some printers, have objections to filled-in form-letters and so, capitalizing this externally formed objection, he sometimes applies to his form letters a nifty little seal that reads, "This form-letter is not filled-in with any idea of deception, rather because I believe in showing you the courtesies due to business."

One of his biggest profit payers was his establishment of a "morgue." In newspaper offices the "morgue" is a cluster of files in which are kept clippings, photos and bits of information about prominent persons and undertakings, so that in the event of death or any live bit of news, the rewrite men may always have access to an accurate fund of knowledge. In this business house the "morgue" contains bits of information about patrons and prospects, their history, family, social and fraternal connections, hobbies and the like, all gathered by salesmen or from other sources, and the intelligent use of this by sales, advertising, credit, correspondence and other executive departments has served to bind these buyers to the house as with ties of steel. It has made selling easier, collections prompter and built a fund of good-will that is hardly alienable by competitors. Speaking practically, the only thing which can destroy this good-will is the house itself. Has Jones a son about to enter college? Then to that son—rather than the father—goes an inspirational letter encouraging him in his ambitions, exhorting him to play the game and to come home ready to fight for as fine a future and as true a wife as that earned by his dad. Of course, that same father sees this letter, when the son passes it over in his pleasure and dad sits down at the library table and writes a warm-hearted appreciation. Yes, you'd do the same, too. Is that boy a football player? Then care is taken to see that father is sent newspaper accounts of games in which the boy participates. Does the boss love a bird dog and feathered game? Along about the time when stubble fields show signs of frost, there'll go a bully hunting letter and a marked copy of some good shooting story in the National Sportsman or other outing magazine. The letter costs perhaps a dime, the magazine another, but as many dollars could not pay for the good-will gained. Birthdays, anniversaries, public events that relate to patrons or prospects are noted on the cards and when the proper time comes there goes out a letter under the president's signature that costs less than a gift and goes further. It usually brings back an appreciative reply, frequently with an enclosed order. Just a bit of sentiment, perhaps, but the best kind of business.

The correspondent helps the sales-manager in handling traveling salesmen. Of course, the usual announcements of impending visits are sent out two weeks in advance, then another one week ahead. But—two days before the traveler arrives there comes to the merchant a letter telling him to make use of the firm's representative. It suggests that the "drummer" is a reporter of new things tried and tested in the trade—how Davis put on a successful advertising scheme—how Green built a unique sales contest. The dealer is even invited to have the salesman help him with a novel window-trim, or some new sales demonstration; in short, it suggests that the representative is as much for the service of patrons as for booking orders. Incidentally, the sales have been more regular, more certain, as a result. In keeping with this policy there is no more "entertainment expense." Instead of dinners and the like the traveling man occasionally passes out some small business book (some of those published by OFFICE APPLIANCES are admirable for the purpose) or some useful novelty and the house has found this policy not only more economical but more resultful. Would you not prefer to buy from a salesman who tries to help you move your stock, than from one who tries to load your shelves?

When holidays come around, always there go out well-built, sincere, hearty letters, expressive of the spirit of the occasion. Here is one I helped to build for them, pattern after it, if you wish, for it brought in 93 per cent of personally dictated replies, of which 14 per cent contained orders and the business of that firm the following month was treble that of any previous January:

"Merry Christmas, Neighbor:

"And why not that very word, for does not modern postal service make neighbors of us all? Is there anything—any better quality that we more admire in our business friends, than the neighborliness they extend to us?

"True neighborliness requires that I give as much study to the words I use in my business hours, as I would were you my house guest. Those who do business with us are guests in our business homes. During the year just closing, that you have been our business guest, we have profitably enjoyed your orders. We trust our service has been equally profitable to you.

"Just as neighbors pass little gifts across the fence which divides their lawns—little tokens of friendship—so are we, neighbor, passing you a little desk calendar, in the hope that through the coming year it will bear to you some little messages from its printed pages that may bespeak the friendliness of,

"Cordially yours."

The most notable instance of "good-will" letters I have ever seen was that sent out by Graton & Knight Mfg. Company of Worcester. Dick Moore, their able adman, Wilbur Page and I, all had our fingers in its making, although most of the credit belongs to the other chaps. On a soft-toned buff stock, made up into a four-page folder, were imprinted rich, russet harvest and village scenes. The front page showed a cornfield, the grain harvested into shocks, and golden pumpkins glowing, while oak leaves fluttered to the ground—the oak the company's symbol of its oak tanning. The inside pages showed the hearty welcome given to the new arrival back in his home village for "Old Home Week"—the generous country dinners, the joyous hilarity of the husking bee in the big barn—the singing around the old parlor organ, the drive home with HER in the moonlight. Homely scenes they were, picturing the genuine country types rather than the burlesque hayseed and, the two tones of brown ink used with the offset process, made the entire work one of beautiful typographic harmony. It cost more than $3,000 to mail and it contained not one single word of business. Here is the copy, let it speak for itself:

"Such memories as the golden haze of a September day will awaken! There's the old homestead overlooking the valley, and the hills, glorious in their Autumn coat of many colors, sweep back to the palest blues away yonder on the skyline. There's the river and the pond, where you used to shout 'So deep!' and fishing—man, who could beat it!

"What a day this would be in the sleepy, shaded village, to meet the old friends of boyhood days. There's the post office and the little white church in the valley—both rendezvous for planning those foraging parties on Farmer Jones' peaches. You remember those big, golden, juicy ones always at the top of the trees.

"Then, those marvelous Sunday dinners in that cool, old-fashioned kitchen—man alive, can't you almost smell that Indian pudding? Remember the husking bee out at the big barn that night when

you found the first red ear—and you mustered up courage to reap your reward and to ask her to ride home with you under the harvest moon?

"It is pleasant to let the memory drift back slowly through the dear old home scenes brightened by the smiles of forgotten faces. Just as the old folks used to gather around the parlor organ and sing 'Auld Lang Syne,' so we, with equal fervor, say today, 'Should Old Acquaintance Be Forgot?' After all is said, what is more precious than friendship established through years of association? We value your friendship so highly that we do not want you to forget us. As the keynote of true friendship is service, we have made friendly service our goal.

"Cordially yours,

"THE GRATON & KNIGHT MFG. COMPANY."

There you are—read it again and think of such a letter coming to you some September day. Doesn't it call up mental pictures? I've seen many a score of replies from this merely printed folder—letters written by men whose names are borne by giant industries—men who think in millions and I know the effect it had. Demands came in for duplicates, for dozens from different industrial executives, who wanted to pass along copies to their business friends. One man carried his copy for weeks, as a tender treasure, for he had won his wife in such a New England village and at such a husking bee. Dozens wiped the mists off their glasses, for their eyes were wet. Others slammed down desk lids with the whoop of a boy and went back to the old home for the harvest week. Some presidents gave orders to purchasing agents that all things being otherwise equal this firm was to be favored in ordering. Not one word of business, not one word of solicitation, yet Graton & Knight count it one of the greatest pieces of business they have ever done. Sentiment in business? Man, oh, man, sentiment makes sweeter and more joyous the battles of business, just as the Red Cross MERCY is the greatest, grandest thing in WAR!

Nor should it be said that because my illustrations are taken from methods used by large firms, that they do not also apply to the small shopkeeper. Per contra, each and everything recommended here has also been used by several dealers. In my Boston office we handle a free dealer-aid service for a large Western food-packer's retailers and more and more of these latter are coming to appreciate the fact that their best defense against chain-store and mail-order competition is the amount of good-will they may generate. One of my dealer friends who sells men's wear proved the cash value of sentiment when, instead of sending gifts to his patrons, he sent out a BEGGING letter for cast-off clothes, to be given to the poor and to be cleaned, renovated and rebuilt by his tailoring department. Of course, this letter also contained his Christmas wishes, sweet and sincere, but the main purpose was to secure donations to charity. And yet, of the more than four hundred men who responded, almost two-thirds bought NEW OUTFITS FOR THEMSELVES before leaving. His letters generated good-will because they voiced the man's character as applied to business. Yours will do the same when you give

them the SOUL that is in you—it will help your soul, too, for you can never do hidden things then!

Let me serve you in a practical sense this holiday season by quoting two letters that may well serve as models. If you use these, varied to your needs, do not be afraid to put them up on special stationery appropriate to the occasion. One of the men in this prison, selling novelties made by his fellows, last year sent out special letters, printed on expensive stock in three colors, with additional retouching in water color by hand. They cost him about 17 cents each and must have paid, for he's doing even better this year. If a prisoner can do this, what ought YOU, who have the greater experience capital and business, be able to do? Whatever your message, if you give it life, why not also give it decent dress? And, if you use these letters as ideas for the writing of your own, please say "Thank you" to their writers.

Louis Victor Eytinge, in cowboy rig, as he appeared at an entertainment given recently at the Arizona Penitentiary.

"Dear Sir:

"Yuletide.

"How silently, yet surely, it creeps upon you—you of the busy, business world.

"Yesterday your brain was full of the many little troubles that make life worth while. Today you are free from all cares. There's a soft spot in your heart for every man. Your mother, your wife, your sweetheart, your family, not forgetting 'dear old Dad,' are all imbued with the spirit of love and well-wishing. 'Tis the red letter day, the 25th entry on the twelfth page of Father Time's ledger of life.

"It would do us good to be with you, to grasp your hand, and holding it firmly look you squarely in the eye and say, 'We're glad you're glad.' Not having the sprightly reindeer of faithful old Santa, we will be unable to make the entire round.

"But we do want to tell you that we value the pleasant business relations we have had with you this year past. And, more to the point, how much we appreciate the good orders you have tendered us. As a small token of our esteem, we want you to accept the calendar brought you in the next mail.

"And now, we want to say again—not because of any formality—but with all due respect and sincerity, 'A MERRY CHRISTMAS' and bushels of good things for the NEW YEAR.

"Your friends,

"QUINCY SHOWCASE WORKS."

"Chicago—New Year's Day.

"Dear Doctor:

"New Year's Day is a day of retrospect and prospect. The hand of time seems to pause for a moment to give us an opportunity to look backward over the past and forward into the future. For the past, we thank you for your co-operation and support; for the future, we extend to you our heartiest wishes and trust that the New Year may be one of happiness and prosperity to you and yours.

"As you enter on the New Year with renewed determination to serve your patients better, so we aim to make the Journal even more helpful and comprehensive than we have in the past.

"May we count on your assistance and your support in helping us to carry out our New Year's resolution?

"Sincerely,

"JOURNAL OF AMERICAN MEDICAL ASSOCIATION."

And now, Dear Reader, may I pass along my own seasonable wishes to you who have been kind to me in the different months I've appeared in these pages? To you and yours I hope may come all the good that you deserve, more than you expect, and just a "leetle less" than you want, so that like our good American bird, the hen, you'll have to scratch and hustle to get that "leetle less"!

Heartily,

LOUIS VICTOR EYTINGE.

THE SALESMAN AND HIS JOB.

Reprinted by permission from Globe-Wernicke "Doings" for the month of November, 1915.

THERE are salesmen and salesmen. Some succeed through natural aptitude, others by taking a careful inventory of their individual abilities, followed by well-directed and concentrated effort, while still others plod along in a beaten track, really going backward as the years go on, since it is impossible to stand still. How to work so that month after month will result in cumulative strength and consequent increased sales, is the real problem alike for the salesman and sales manager. Each year's record, abnormal and uncontrollable conditions aside, must show an increase or the business goes to seed.

There are many salesmen, genuinely anxious to succeed, who through lack of intuition or direction, do not obtain maximum results simply because the relative importance of things has not been kept so constantly before them as to become second nature. A clearly defined, thoroughly grasped course of action must be so gripped and held from the first that no wavering, no uncertainty of action is possible. The encouraging part is that such a program becomes a habit and allows the released mental energy to be diverted to the special problems of each individual sale.

The starting point is *Knowledge of the Line.* Such a statement seems moss-backed but many a Sales Manager has been appalled at the failure of his men, even though specially instructed, to realize the full possibilities of the goods they are selling. We do not mean that the new man must begin with the equipment of one longer in the game, but he must realize that one of his greatest assets, the power of suggestion, depends directly upon intimate knowledge of the materials he is working with and that this is the result of study and foresight as well as experience. It will enable him to present all essential facts in taking an order and a thorough understanding with a customer is the best preventive of the extremely annoying and sometimes expensive "Come-Backs" on orders where either through timidity or lack of knowledge on the part of the Salesman, important points are left unsettled. If the customer is of the best type, such understandings will be irritating to him as well as to the house. If he is unscrupulous, they will frequently leave a loophole for him to turn a point to his financial advantage. Conditions are so constantly changing and the field widening that in this there can be no let up to the very end.

Next comes the management of time. Many men dawdle. Others potter around doing things best relegated to the office boy or the general clerical force. They belong to the Lost Motion Society, which, in the eyes of the Sales Manager, is second only in reprobation to membership in the Ananias Club. With the shortening of the business day, greater result must be accomplished in less time and this can only be done by making every minute count. From the moment the Salesman arrives to the time he starts out for the day every move should be directed toward the productive end of the business. There is the careful mapping out of his day's work, the getting of information on unfamiliar points, the solution of problems relating to individual cases and the planning of new campaigns, to absorb his attention. In the evening he has his orders to write up and the tabulation of such information concerning his customers as

will prove useful for future business. This latter may take the form of a record of periodical purchases or it may be a new lead bearing on distant needs and will be carefully placed in his follow-up file, without which any Salesman is lost. In short, *his entire time* in the office or store will count. He will not be heard to say that it is useless to start out Saturday, a short day, or that it is impossible to do anything early Monday. He will know the places in his territory which remain unaffected by these things and will reserve that time for them. Such a Salesman will never be found standing uncertainly in some doorway wondering what should be his next move. His day will pass before he knows it. He will have no idle moments. Even his enforced waits to see customers will be utilized in observation for the purpose of suggestion.

Of vital importance is the approach. The impression given should be one of quiet self-confidence, of having something of interest to impart and while studied is apparently unstudied. In this no greater aid can come to a Salesman than a natural overflowing good nature resulting from perfect health, but because he has a benignant feeling toward the world in general and the present customer in particular, he should not assume that the customer is anxious to shake hands with him or that he will not secretly or openly resent sitting on his desk or lounging around in familiar fashion. Bear in mind that the store keeper has his most attractive display in the show window to engage the attention of the stranger. In the same way the Salesman's most attractive qualities should be displayed in his general bearing.

Speaking directly to the Salesman we would say that, having studied your prospect in advance, there is the *problem of presentation.* Try to discover the point of contact at which his interest can be made to touch your proposition. Then find an appropriate dress for your argument. There is everything in the expression you give your ideas. It is a delicate art, the art of putting things, and it makes a tremendous difference in results. Right here comes the use of imagination in business. Try to put yourself in the customer's place. Try to lead him to see the benefits, both present and future, of accepting your plan for his betterment. Frequently so glowing a picture can be truthfully drawn that your prospect is bent to your will by the force of your imagination.

As a direct result of imagination will come *initiative.* Led on by his own teeming ideas the Salesman will be forever finishing up one thing and tackling something else, and he will do it alone, with no need of hints or advice or encouragement from anyone. A man with initiative benefits more people than himself. His influence communicates energy to all whom it reaches.

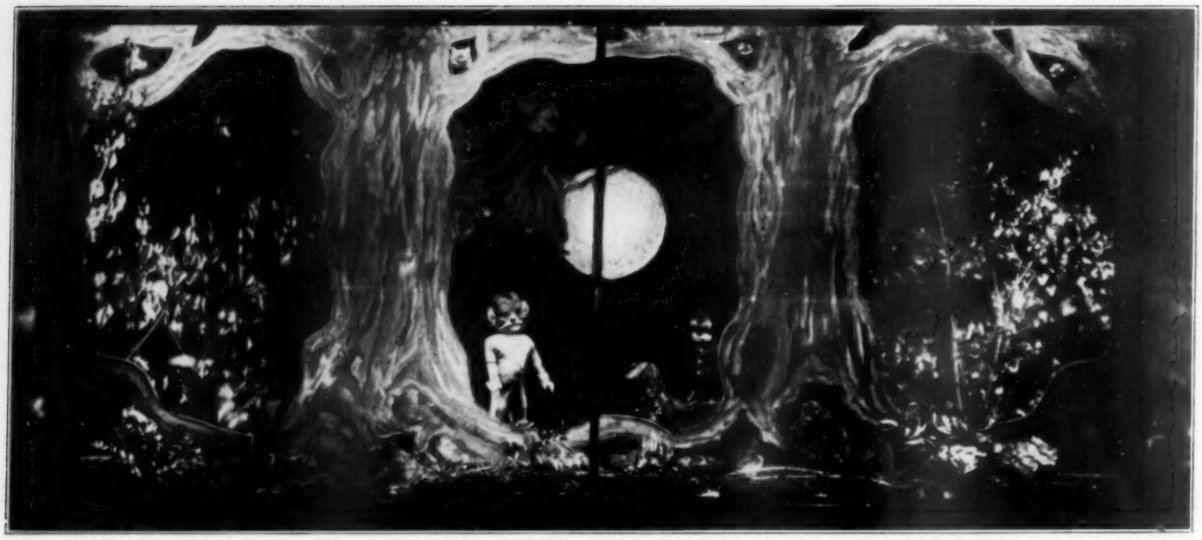
Persistency in calling on houses which should be using your goods is too little emphasized. It is constant hammering at one point that finally breaks through. Because you have received no encouragement is no reason that you will not be accepted when you return, with clearer aim and clinching argument. Keep on going. Achievement will be as much a matter of perspiration as inspiration. Pound away. Then when the bars have been partially let down, be very sure that no sharp practice is indulged in by overloading or unloading undesirable pieces. Ground lost this way will not be easily, if ever, recovered.

As a slight digression, the utter failure of some houses to back up the efforts of their salesmen cannot be too severely scored. Absolute indifference, or more charitably, inattention, is frequently displayed as to the *most effective arrangement on the sales floors of the goods to be sold.* Customers like to see what they are getting. The most convincing Salesman in the world cannot wholly counteract the effect of "sloppy" or inadequate floor display. He pulls out the drawer of a filing cabinet and finds somebody's hat or shoes or gloves, instead of the proper complement of supplies. He wishes to show a desk and finds it loaded with goods entirely foreign to its purpose, merely because it happens to be a convenient dumping ground. Not until it is thoroughly understood that there must be the closest co-operation, in this as in other respects, between the inside and outside forces, will there be the highest measure of success.

There remain to be spoken of, the discouragements a Salesman will meet. There will be the days when everything seems to go wrong, for which there is one sure salvation—rivet your attention to the most conspicuous successes you have already known and remember the unalterable law of cause and effect. If you do the proper kind of work, *something is bound to come of it.*

Avoid giving yourself up to thoughts of the monotony of the daily routine as you would the pest. Administer stimulation to yourself by training your thoughts to the ambitions which seem easy of realization on brighter days. It is largely a question of health, and right here it may be said there are Salesmen who hold that what they do out of hours is none of the firm's business. Don't you believe it! Anything which leaves you, physically, the next day in a condition other than your best is thievery pure and simple, of the firm's time and your best interests.

If, sometimes, it appears to you that your efforts fail to meet with appreciation, if you even know that you are not given credit for what you do, or perhaps, supposing the worst, are discriminated against, remember that though you are temporarily obliged to hold on to your job, *no one can take from you* the ability you are developing. Only be sure you are growing and not standing still. Above everything, don't fall into the ranks of the timeservers who do only as much as they think they are paid for, are prompt quitters and are careful to let you know they could accomplish much greater things if they were paid for it. If you give service both to your house and to your customers, it cannot fail to re-act and strengthen you against the time when you have to stand alone depending solely upon what you have made of yourself.



Hallowe'en window display by Stanley Charette, Display Manager, The J. K. Gill Company, Portland, Ore. Trees in the foreground were cut out of Beaver board and painted light gray with streaks of orange. The background of the window was covered with black cloth with a scenic effect painted on it. The moon was of a brilliant reddish orange with a powerful electric light behind it. The witch on the broom was a cut-out appropriately painted. The body of the window consisted of a wood scene. Mr. Charette and his assistant went out into the woods and transplanted a small portion of the woods right into the window. There was moss with mushrooms and toadstools growing in it, and there were thirteen live lizards and twelve live toads that made their home among the stones and moss in the window.

GOOD WINDOWS BIG ADVERTISING ASSET

A Few Suggestions as to the Power of the Window in Making Sales Through Appeals to the Eye.

OF those who fail in business the majority go "broke" because they did not know something they ought to have known and could have found out about their business. Some of the others failed to apply the knowledge they already had. A very small proportion remain who failed because of "bad luck" or circumstances beyond their control.

Perhaps next to not knowing how to figure costs and profits, the most prolific cause of failure is ignorance of how to induce sales. A strong policy demands brain strength to keep it alive.

The man who uses all the opportunities he has to the best advantage does not require a corner store on the main street to sell goods.

There is no law that compels the stationer to confine his eyes to his own field of business, for the dry goods man, the general merchant or the haberdasher are frequently excellent sources of suggestion and inspiration.

In a western city the other day we saw a revolving display rack in the window of a little clothing store, appropriately trimmed with garments and revolving slowly. Nine people out of ten who passed the window stopped to look at this display. Such a display fixture would be just as effective trimmed with loose leaf books, pens, pencils, and adhesives. Being in motion it would compel attention. A revolving rack of similar kind can be made by a reasonably competent mechanic.

The Boorum & Pease Loose Leaf Company emphasizes the fact that people like to see a display that suggests action. Even a card showing the actual method of using a fountain pen, a special scrap book with real clippings, a loose leaf device whose mechanism is graphically illustrated, are all things that catch the eye and fix attention. They say:

"Aim to make your window have a punch—to draw almost as much attention, through its personality and attractiveness, as if a hand were thrust out from it to make you pause and look. Next to word of mouth salesmanship the window should be your most effective agent in creating sales. And it can only be made to do its work by careful, thoughtful arrangement of its contents—by making it really interesting to almost all who pass."

The Dixon pencil display recently shown in the window of Loring, Short & Harmon at Portland, Me., brings out some good points in window trimming. The display gave an interesting exposition of the variety of lines which the Dixon company manufactures for the commercial stationer. The effort to obtain a "wintry" atmosphere in the window was quite successful. Displayed prominently in the central background is one of those interesting process exhibits showing the evolution of a Dixon pencil from start to finish. We have all heard of the boy who cut open his drum to find out what made the noise. Most of us sympathize with this boy because we, too, like to

know what's inside of things. Hence an exhibit which shows the process of manufacture from the raw material to the finished product is satisfying to our thirst for knowledge, which some people call our "curiosity." Loring, Short & Harmon received many compliments upon this window.

Special attention to windows from now on will pull trade. Holiday goods always provoke interest. Good windows add from ten to forty per cent in actual sales at this season, and ought not to be neglected at any time. Remember that the dark and somber colors are seldom appropriate as background unless goods themselves are of such a bright and cheerful hue as to stand dark colors by way of contrast and emphasis.

Scientists have found that the attraction which light exerts upon certain insects and animals is the result of a chemical reaction—a physical process not greatly different from the action of light upon selenium. Possibly humans have some of this chemical reaction in their own optic processes. Buffs, creams, cool light greens, pleasing grays, set off by borders of darker hue attract the eyes. Reflecting more of the visual rays they "light up" the objects placed before them. To get the most out of a window display it must be "easy to look at."

The effects of colors on sensitized surfaces may furnish a clew to selection. For instance: light blue and violet are about as effective on a photographic plate as pure white. Yet these chemical rays which react so strongly upon a silver emulsion are less easily seen by the eye than yellow and red, whose action upon a photographic plate is extremely slight. Yellow, cream and like shades are cheerful, suggesting brightness. Light blue—peace, calmness; rich green—restfulness. Red betokens irritation, anger, and is used to arrest attention.

There are few better investments for the man who conducts a stationery store than a well-constructed show window of a depth which will accommodate a good display neatly arranged without crowding. Office Appliances disapproves of the employment of tinsel or tissue paper as a background, because anything which makes such an obvious demand upon the attention cheapens the display as a whole. The background should be harmonious, but should be subordinate to the principal objects. Furthermore, it should never be cheap in appearance nor betray an effort to attract notice apart from the goods shown. Many of the best stores favor a background of natural wood, oak preferred, dull-rubbed. But where such a background is not possible or is found to be too expensive, tasteful screens in neutral colors may be substituted with good effect.

Dixon Pencil Display in Window of Loring, Short & Harmon, Portland, Me. Office Appliances criticizes the use of crepe paper in decorating a show window, however. It does not, we believe, add to the tone of the display, but rather detracts from it.

FOR YOUR STENOGRAPHER

In Which Miss Edna Robeson of Atlanta Explains How She Became an Expert Stenographer.

Editor's Note: Stenographic work is of much importance to everyone in business. To increase the efficiency of this work is to increase daily output and to improve the conditions of office employment. Miss Robeson has won an enviable reputation as a practical stenographer and typist. We asked her to tell how she accomplished what she has done so that her work and the record of her success might be an inspiration to some member of your staff. Office Appliances extends its cordial thanks to Miss Robeson for this interesting and timely article.

I HAVE been asked to write an article on Office Appliances, and though I have used many kinds of office appliances my heart fails me at the thought of writing an article for publication about them, and I told Mr. Editor so, and he then suggested that if I could not write about the appliances I used that I tell his readers how I came to use such appliances.

I am no writer, except of other people's dictation, for if I give my mind leave to wander from the work for which I am paid it does not stop to express thought in words but goes a-dreaming of how some thought would work if made in such-and-such a fashion, for I am—an inventor, as well as a stenographer.

But I said I would be "game" and would tell you how I came to be, not just a stenographer, but an Expert Stenographer, and so have occasion to know and use the various office appliances.

An inventor has one peculiar advantage over some other people, and that is the ability to look into the future and see there that which beckons on and makes endurable many kinds and degrees of handicaps in attempting to reach the goal. So it may be, that having that ability, I do not deserve any particular credit for keeping on till I became an Expert.

In order to tell my story I will have to be very personal, because, being no writer, I don't know how to express myself clearly otherwise. And I'll just have to begin at the beginning, diary-like, and come on up.

When my grandmother (my mother being dead) sent me off to college, I went knowing that I was to be educated so as to be able to teach and thus be equipped to earn a living for myself, and never have to feel that I must marry in order to live. You see, that was a long time ago and there were only a few avenues open to girls then: one could marry, and so (perhaps) have a happy and comfortable home of her own but at least would not be called "an old maid," which was a "consummation devoutly to be wished" in those days; one could teach, still suffering the opprobrium of being called "an old maid" but at least earning a living; one could sew, and earn an existence. Was there any other way for a "nice girl" to earn her living in those days? I can't now think of any!

So I went to college, and there I learned of stenography (shorthand was too plebeian a word, we thought then) and typewriting. How independent it sounded! But the first two years I let it alone, and then, the third year, without telling my grandmother anything about it, I studied stenography and typewriting, and came home a graduated stenographer, being able to write one hundred words per minute, which is very high-sounding!

But I counted without my host! My grandmother, the wife of a minister, had never seen a girl who was a stenographer, and flatly said I should not practice it! She said it was not nice for a girl to work in a man's office, and that I did not have to do it, and should not do it! So there!

Well, I taught school one winter. And how I hated it! And I taught the second winter. And how I hated it! And I taught the third winter. And how I hated it! And then I swore off! No more teaching for me, come what might.

In these three years I had forgotten even the alphabet of shorthand, but I went back to college, entered all the seven classes they had, and in few weeks was again given a diploma.

When I got home, in a town of 25,000 population, my grandmother again refused to allow me to take a position as a stenographer. What was I to do? But the problem was solved. I had a cousin who was clerk of both the federal and the city court, and the law required that both these offices be kept open, and they were several blocks apart. He offered me a small salary to stay in the federal office during the day and tell inquirers that he could be found in the other office. I had no duties whatsoever in this office, except to be there.

I wanted a typewriter, of course, and so my brother bought me a Remington. I had a girl friend who had graduated in shorthand at another college and she, too, had nothing to do, so it was arranged that she should spend every day with me, she reading to me for my shorthand practice and using my typewriter for her own practice. And so the weeks passed, she and I working all day long at our practice just as if we were being paid for it, for we had both determined that somehow we were going to get around our parents' opposition and we intended to be prepared when the time came.

After about a month of this practice a court martial was held in the federal court room next door and they had no stenographer. They asked me to report the proceedings, but I had never written even a letter for anybody and did not dare try it. After much trouble they procured the services of a lady who had been doing public stenographic work for five years and called herself an expert. And when that stenographer delivered her work, with her five years' experience, it was so badly done that it had the be rewritten three times!

I had already determined to be a stenographer, in spite of my grandmother's opposition, for I felt that I should be the best judge of what my life-work should be, but right there, watching that other stenographer, with her five years' experience, "ball up" her work as she did, I resolved that I would be the very best stenographer in my state, and give my grandmother at least that much consolation.

So I kept on practicing, all day, every day. After I had been in that office for two months, practicing every day, another trial was to be held in that same court room and again there was no stenographer available. They came to me, and I yielded to their persuasion to attempt to report the proceedings. They considered the weak vehicle they were using and went slowly, and I was thus enabled to turn in my finished work without an error. I received thirty-five dollars for that day's work, the very first money I had earned as a stenographer. Proud?!

The result of this was that some of the lawyers came to see me with a proposition that I become a general stenographer, they to teach me the legal forms. I would

write the dictation out as best I could as to legal form and submit it, and they would paragraph and capitalize it, and then I would rewrite it. Now, listen! I never delivered as finished a page that had so much as one letter on it erased or corrected. I turned in absolutely perfect work, regardless of how many times I had to write it to make it perfect. "Practice makes perfect." With my continued practice and real work I soon reached a point where nobody could talk English faster than I could write it.

A year and a half after I did my first real work, the legislature passed an act providing for the appointment of the first official court stenographer in the state and for a circuit comprising ten counties. I did not apply for the position, but my appointment was asked by the county commissioners of the first county to hold court under this act, although these men did not know me even by sight, and I was appointed by a judge who did not know me, and this notwithstanding the fact that I did not apply for the place, flatly refused it when first offered it, and there were twenty-nine men stenographers who made strenuous efforts to get it. So much for a reputation for good work!

Since that time I have done every form of expert shorthand work, embracing official court work, official legislative reporting, conventions, political speeches, etc.

The point of all this preamble is to say to any stenographer, boy or girl, that if you want to be an expert stenographer you can be one, unless you should be physically handicapped or have your time so taken up that you absolutely cannot give even one hour a day to practice. If you can learn to read and write English, you can learn to write and read shorthand. Of course, in becoming an expert stenographer, education has always to be considered, but if you have a fairly good common school education the lack of better education can then be overcome, for if you learn to write shorthand correctly and keep a dictionary by you the further education will gradually take care of itself, for, again, "Practice makes perfect."

Perhaps I had better tell you how I practice, and about my age, too, for so many girls and boys think if they are twenty or more years old there is no possibility of their learning anything new.

Some of you, reading of the work I have done, will be surprised to learn how I hate to practice. After these many years, I tell you that I had rather do real work all day long than to practice even one hour of that day. I do hate it! But I do it, just the same! And so can you!

When I am getting ready for some especially difficult work I hire some woman to read to me by the hour, sometimes two or three hours a day, for two or three weeks. **This very week I am practicing two hours a day like this, getting ready to report a big case next week.** I first have her read something with which I am familiar, and take that as fast as I can possibly go, writing correctly, for, say, half an hour, and then when I am getting tired she will read new matter to me, so that as I write more slowly I take plenty of time to write new words correctly, for, if you are going to be an expert, you must **never, never, never write anything that you cannot read!**

As to age, I was twenty-three when I became a stenographer and now, just twenty years later, I am still competent to occasionally earn, as I did last July, over two hundred and fifty dollars per week. So don't ever for one single moment let yourself think that you are too old to become an expert if you want to. I'll tell you something else. Even at my age, which is such a bugaboo to so many men and women, I am learning, actually studying, something new. I am investigating the merits of the new shorthand machines, and have actually bought a Stenotype with a view of dropping my shorthand in favor of the shorthand machine. And if I can do a thing like this you can, too, if you really want to, for I have had more than an average amount of physical disability to combat.

Now that I have written so much personal stuff, it will, perhaps, be well for me to say something about the office appliances I use. Being an inventor, in the very nature of the case I cannot always take what I can get in office appliances and be satisfied with them. Sometimes I can change them, and sometimes I can only wish that they were changed. Perhaps some of my ideas along this line may prove a help to you.

On my typewriter, I always have the repair man file the right hand margin stop, that carries the bell, so that after the bell rings the carriage will still go on to the end. If you are writing by touch, and you should be, the bell will warn you to stop, and sometimes it is quite a convenience to be able to write a little further without having to bother to use the margin release.

I notice that nearly all typewriter desks are made with the idea that the typist will put her copy on the right hand side of the machine. My personal practice is to, and my observation of many other typists has shown me that most stenographers do, put the copy to the left of the machine, and I would be glad to see manufacturers make their desks for such usage. I find it very objectionable to use a typewriter desk having drawers on the right hand side only, because there is no place then on the left side for my note book. It isn't difficult to use paper from the left hand drawers if drawers are on only one side.

I have always done all my work with my copy or note book lying flat down to the left of my machine, and I have a million times wished that the slide on the left side of my desk were made so that it could be pulled out, the middle lengthwise section of it lifted up by slipping the hand underneath towards the back, and then by pushing the slide back a little have this middle section come up against and over the top of the desk, thus forming a slanting surface for the copy, with a shoulder at the front end to keep the copy from slipping off and a strip of spring metal at the upper end to grip the copy if desired. If any manufacturer is interested, I would be glad to explain the idea, gratis, for his use.

I should also like to see typewriter desks made with many little drawers, instead of the deep ones now used. A ream of ordinary paper is less than two inches thick. If the drawers were made the usual width and length and only two inches deep, I believe they "would sell like hot cakes." Each drawer would then hold a ream or less of only one kind of paper, and there would not be the inconvenience of having one kind of stationery piled on top of another. Even envelopes could be kept just as well in the shallow drawers, for they could lie flat.

I think the one thing that tires typewritists more than any other is the uncomfortable chairs we use. I had occasion this fall to buy new office furniture. So far as I know, I have looked at every display of office chairs in this city, and we have some good furniture dealers and even chair manufacturers here. But I did not find a really comfortable typewriter chair. I wrote to advertisers of office chairs, but could not tell from their catalogues exactly what the chairs were.

My experience is that the most comfortable typewriter chair is one that has the seat and back made together, solid, the seat to be large enough to sit upon comfortably and the back high enough to come up above the shoulder blades, and the cross piece of the back, at the shoulders, to be nearly flat. In other words, let the chair be very like a dining room chair with a high back. Then put the chair on a revolving base, that can be adjusted as to

"The End of the Trail."—A striking piece of sculpture at the San Francisco Exposition. This figure proved a special attraction to many of the visitors and delegates at the national convention. Man and beast have reached the end of a long road, which seems to bring them nowhere. Despair and defeat are depicted vividly in their attitudes; but when exhaustion passes they will face the wind again and find a trail that has a happier ending. Half-tone plate by courtesy of The American Printer.

height, and have the spring so easy that the operator can lean back in the chair without any conscious tension.

Then, if the operator wants to do real typewriting and plenty of it with the least effort, take the rollers off the chair, place it in the desired position with relation to the desk, put the feet on the cross piece under the desk (which cross piece every typewriter desk should have, about one foot above the floor), tilt the chair back to the most comfortable angle, and I am tempted to say that no typist will finish her day's work with either the back or shoulder ache.

In using carbons, I always have the carbon sheet at least one inch longer than the paper it is being used with, and at the upper left hand and lower right hand corners I cut off about a one-inch triangle, the under side of the carbon turned up to face me when cutting. In this way, in separating papers and carbons, you grasp the upper left hand corner of the paper and the lower end of the carbon and pull, and immediately the papers and carbons are separated, quickly and in order. The idea in cutting the upper left hand corner instead of the right is that the left hand margin is usually the wider and the danger is minimized of the carbon losing a word. In using six to ten carbons at a time, this practice will be found a wonderful help in saving time and in preventing the carbons from streaking the papers.

One last word, as the preachers say. If you are going to be an EXPERT, stenographer or anything else, keep up with what the rest of the world is doing in your line. Read some magazine that treats of the thing which is your specialty. After you have become experienced to some extent I do not think a stenographic magazine helps particularly, because when you have learned your system and keep up your practice that is all there is to that, but keep up with the progress made in the appliances which you have to use daily. For many years I have been a subscriber to Office Appliances, and in its pages I see notices and advertisements of the new office devices, and there I first learned of the shorthand machines. Take my advice and as long as you are out in the world earning money keep up with what "the other fellow" is doing in your line.

The moral of this tale is, in the words of Henry Ford, "What one man has done, another may."

Salmagundi

Van Buskirk Is Now a Commodore.

It will interest all of the many friends of F. E. Van Buskirk, vice-president of the Remington Typewriter Company, to hear that he has been elected commodore of the Belle Harbor Yacht Club. He had held the office of vice-commodore for some years.

Everybody who knows Mr. Van Buskirk knows what an enthusiastic yachtsman he is. He is one of those men who is ardent in both work and play. His work is to sell the Remington typewriter. His play is to cruise around in a motor boat and everyone who knows what a "rooter" he is for the Remington knows what he must be like when he strides the quarterdeck of the "Queen."

For the "Queen" is the name of his motor boat and a "queen" she is. We have called her a motor boat, but she is more than that. She is a thirty-six foot ocean going cruiser with living accommodations for six people. During his vacations, Mr. Van Buskirk literally lives on this boat and there are few of the waters adjacent to New York City which he hasn't explored. He knows the bays and inlets of New Jersey and Long Island like a book. Last summer he cruised way up the Hudson and would have gone on through Lake Champlain, but there wasn't quite enough water in the connecting canal this year to float his cruiser.

The Belle Harbor Yacht Club elected Mr. Van Buskirk their commodore on Monday, October 25. This club is located at Rockaway, Jamaica Bay, New York, and numbers in its fleet over fifty motor boats, while one hundred and seventy-five names are enrolled in the total membership.

F. E. Van Buskirk, Commodore, Belle Harbor Yacht Club.

The Inspired Compositor.

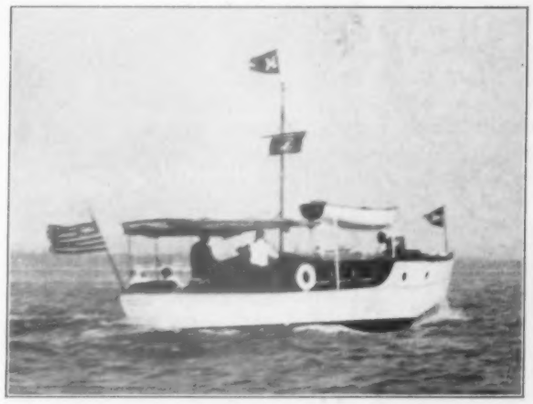
The disadvantage of a fixed and unalterable rule was illustrated in a story related to the editor of Office Appliances the other day by W. J. Moss, president of the Ideal Moistener Company of Findlay, O.

When he was a young man Mr. Moss worked as a reporter on a newspaper at Findlay. The editor was a finicky person who made an unalterable rule that in publishing the names of individuals only the initials of the given name should be used. One day a teacher in the public schools brought in a story about some event which had happened in school, using the names of several pupils in full, such as William Henry Harrison Jones, and the like. This article appeared in the proof as per copy, and the editor went after the compositor rough-shod, making him reset all the names, using only the initials. The following week a Thanskgiving sermon by a leading pastor of Findlay was printed, and when the report appeared the editor was horrified to find throughout the published sermon numerous references to "J. Christ."

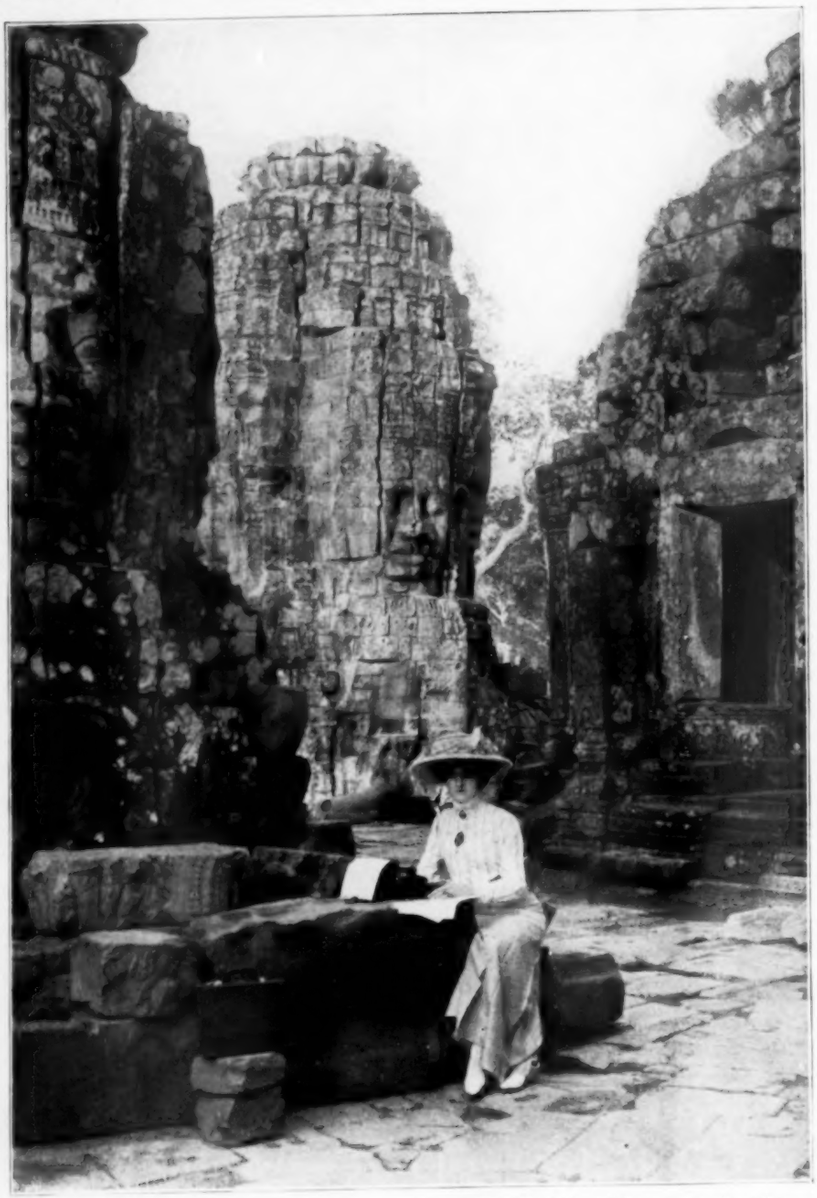
How Bill Smith Lost His Suit.

A little while ago, Colonel Bill Smith of the W. A. Sheaffer Pen Company bought a new suit which set him back fifty simoleons. The other night at the reading table, under the soft glow of the study lamp, he was enjoying a pipe, magazine and slippers. Finishing his smoke he carefully shook the fire and ashes from the bowl and stowed it away snugly in his upper vest pocket.

Not long afterwards the Colonel's small daughter distinguished an unusual odor. Bill was sure it was sewer gas and uncovered all the pipes in the cellar in a vain search for the leak. Then the family concluded it must be illuminating gas and went over all the gas pipes from cellar to garret with a torch seeking for possible outlets. After a while the little girl again urged that it was burning cloth, an idea which she had held for some time. Result—another hunt, and presently Colonel Bill found his way to the closet where the new garments had been hung. Sure enough, there it was smoking and smoldering and charring itself into an unwearable mass. Bill still has the trousers left, but he wants to know what good the pants are now that cold weather is coming on and the price of coal is going up.



Mr. Van Buskirk's Motor Cruiser, "Queen."



Madem Jeanne Leuba, writer and poetess, working on her "Gloria" machine among the ruins of Bayon d'Angkor-Thom (Cambodia), Indo-China. —*Photo by courtesy M. Antony Roux, Paris.*

IN OTHER LANDS

News and Notes of the Activities in Office Appliances Field Abroad.

Office Appliances in Great Britain.

Exclusive Correspondence of "Office Appliances."

London, November 11, 1915.

MAKERS and sellers of typewriters, office appliances, etc., here still report uniformly good trade, it being of course always understood that the naval and military authorities are perhaps the biggest buyers nowadays for all these goods. What troubles there are do not belong to the selling side, but the manufacturing. They are, as before, shortage of labor, dearness of materials and difficulties of transport. So far as shortage of labor is concerned that must become more acute unless the heavy incursion of women into industry can be still further expedited and increased. During the month of November an especially big canvass is being taken of the eligible manhood of the country with a view to still further increasing the already enormous armies this country has raised and is equipping. Our military authorities apparently believe in building for the future and they are not going to find the British army wanting in numbers for the next few years. At least 30,000 recruits a week are declared to be necessary to keep the present armies up to standard. This means that the military authorities allow for a drain of one per cent per week or the disabling of half the army in a year. Employers of labor are patriotically parting with all the men they can, but in many cases serious trouble would result if the supplies of male labor were reduced much further. Still there is no doubt that even when this happens the matter will be got around somehow and above and beyond everything it all means an enormously greater use of labor-saving machinery in every shape and form. This reacts naturally upon the seller of office appliances. He can show the employer of labor how to economize labor in his counting houses and in scores of other ways. It is small wonder, therefore, that every ounce of machinery, using the term in its widest sense, engaged in the office specialty business is working to capacity.

Let me take a typical typewriter statement. Governing Director W. J. Richardson, of the Bar-Lock Typewriter, replies to my questions fully and courteously as follows: As you say, the shortage of labor is the thing that troubles us in this country. Every member of the staff is trying to do two persons' work. Well, we all do it cheerfully because we know the other person is away fighting at the front. The shortage of labor, however, on the transport services, is one of the great drawbacks to commerce. Practically the only way to get reasonably prompt service is to send goods by passenger train, and the cost of this is enormous, but the congestion on the railways has reached such a state that it is becoming quite a regular thing for each railway to refuse from two to three days a week to take any goods for the ordinary goods traffic. All manufacturing concerns, in consequence of shortage of labor, are months behind hand on deliveries. This state of affairs will certainly grow worse as the war goes on, as every additional man who enlists in the army is one less in commerce. However, we intend to plug away at business and to plug away at war, until a peace is secured which will be a lasting peace.

Now for the statement of C. W. Knox, Jr., managing director of the Royal Visible: As regards the Royal, we have no complaints to make; in fact, we are very enthusiastic at 75a Queen Victoria street over existing business conditions. Our sales during the last year have increased from 400 per cent to 500 per cent. The London office, as well as all of our provincial branches and agents are doing a fine commercial business and each month shows a decided increase in the volume of sales. I have always held that the success of a salesman depends entirely upon his mental attitude as regards existing business conditions and the correctness of that opinion has been proved by our selling organization during the last year. They work on the theory that business conditions are normal, that no depression exists and this, together with the fact that they are enthusiastic over the machine has permitted them to produce results which have proven very satisfactory to the company as well as to the undersigned. We are very enthusiastic over the present business conditions and the results we are obtaining.

Then we have General Manager G. H. Bland of the Empire typewriter, the Canadian-made machine: Trade with us has been very good, as we are amongst the favored ones regarding Government contracts. Had it not been for the requisitions from the Army and Navy services, no doubt we should have felt the strain as so many other firms have done, but having had connection with these departments for many years we have benefited by their requirements. Business generally throughout the country and abroad has been only fair, but quite as good as one might have anticipated when general conditions are so unfavorable. No doubt certain sections of the country where manufacturing is going on are benefiting very much by the huge sums which are being spent in equipment and provisioning such great forces as have been prepared by this country to meet the enemy on sea and on land. It is a great satisfaction to us to be able to say that where a British warship is patrolling the sea there are Empire typewriters, for no cruiser or battleship goes into commission without being supplied with one or more Empire typewriters. The little Empire has done great service

during the past thirteen years with the British Navy. It is very suitable that Canadian typewriters are supplying the British Navy.

Now for a new machine on the market. Managing Director A. W. Pollard of the Corona Typewriter speaks to me as follows: I find business better than it has been during the whole of the year. From the time we opened up in January last, each month has been considerably better than the previous one, and at the present time I can say without any fear of contradiction that we have the largest portable typewriter business in the British Isles. Government orders do not affect us to any great extent, as practically all our machines which are sold for Army purposes are bought by the officers themselves.

Miss Clements, acting for Mr. Hidalgo Moya in London in marketing the Imperial typewriter, says: I certainly can endorse what you say, namely, that despite the troubles we are experiencing just now, business is fairly brisk. Still, owing to the shortage of labor we think during the next few months it may cause some considerable trouble.

Mr. G. E. Whitehouse, manager of the Ludgate Company, who are the big Scottish house in office equipment, puts the matter to me in this way: We are busier today than we have been for the last two years—but some of it is accounted for by shortage of staff—although if we had still our full staff the same as before the war we should be exceedingly busy. This is due mainly to largely increased advertising, and it shows that notwithstanding the war there is plenty of business to be done by those who go after it. Our business with the Government is growing steadily, but the large orders you hear so much about do not come to us—and I think that the reason for this is that we are so very particular about the quality of our goods that we find it impossible to give prices attractive enough to secure the business. Consequently it takes us a little longer to convince both the Government officials and business men generally that we have a very good reason for charging what at first appeared to them as high prices. I am glad to give you a good report of the position, so far as we are concerned.

Morland and Impey, specializing in Kalamazoo loose leaf ledgers and Wagoner binders, occupy perhaps the premier position in this country in exclusively loose leaf work. In the course of a very few years the business, originally that of printers, has made a very enduring mark in this new department. Originally Morland and Impey sold under royalty the American Kalamazoo goods, but finally the American company was approached and the privilege of manufacturing and selling these goods in the Eastern hemispheres was bought outright. Now I believe the two companies exchange ideas freely, but have no other connection.

F. Paul Impey, one of the managing directors, took me over the Kalamazoo works at Northfield, Birmingham, recently, where these goods are now exclusively made in this country. A few notes on that visit will be of interest to American loose leaf men. The buildings cover a large area near the railway and building plans have been passed to increase this area by twenty-five per cent. The situation of the premises, which are light and airy, is well outside the smoky Birmingham area and is, in fact, sufficiently rural to admit of sports and games fields to be secured adjoining the factory where the Kalamazoo staff play cricket, football, hockey, etc. The employés are well treated and receive wages higher than those usually paid in the district. A large proportion is of course feminine, the war having greatly reduced the number of male workers available for any industry in or near Birmingham or, as a matter of fact, in any part of the country.

The factory bristles with machinery for making and testing loose leaf goods and component parts and many of these have been especially invented or developed for this particular firm. There is no space here to deal with the factory exhaustively. It will be sufficient to pick out one or two interesting points that are specially adapted in this particular factory.

Every loose leaf sheet passes three times through the flexing machines utilizing air pressure and suction. The result of this is to make certain that the sheet shall lie flat and smooth. There are, of course, any number of printing and ruling machines, but these are of ordinary well-known types. In the manufacture of the binders for the loose leaf books extraordinary care is exercised both with the manufacture of the mechanism, which is largely embedded in the covers, and in the production of the covers themselves. These latter are of pigskin to provide for hard wear and the bound-over edges are carried out in the same thickness as the body of the cover instead of being, as is sometimes the case, thinned down just where perhaps the hardest wear comes. A sample of each consignment of pigskin as it comes to the works is sent away to a leading leather expert in the country for his approval and the consignment is only used if he has passed it in this way.

About 150 small metal and allied parts enter into the building up of the binders and the firm is always experimenting, even in these busy times, with new constituents of one sort or another. Bars of compressed fiber split lengthwise are cut where required for the operation of the binding mechanism and finished off with strips of aluminum fastened with invisible screws, both fiber and metal being in the end highly polished. In passing it may be noted that the aluminum is of course used for lightness, but will now probably have to be replaced for the time being by copper, the Government having commandeered the country's aluminum supplies.

Very interesting are the rows of assembling tables where all the parts required for the construction of the foundation of the binder (prior to the adding of the pigskin cover) having themselves been tested thoroughly, are put together. Any fault of the working of the cover after it leaves these tables is clearly the fault of the assembler. This is known by the extraordinary number of tests that every part is subjected to prior to its arrival at this point.

This reminds me that one of the features of the Kalamazoo factory is the examining department where raw materials, manufactured components and finished goods are tested. Before a Kalamazoo binder is despatched to a customer the total number of tests on its various parts exceeds fifty. The binders being guaranteed for seven years, new patterns, before being adopted, are given machine opening and closing tests whereby they are used 200,000 times in one week. This is well over the number of times that any ordinary loose leaf ledger would be opened or closed in actual work. In fact, it may be said to be given a ten years' test to insure the seven years' guarantee.

Usually these goods, after being bound in pigskin, are finished off on the insides of the covers with end sheets of red. This color is now being replaced by maroon owing

Factory of Morland & Impey, Ltd., at Northfield, Birmingham, England.

to the fact that the requisite red is no longer obtainable. It was a German dye.

The business put through by the factory is enormous. One Government order received was for 9,500 of the largest sized stock books and indexes, with five million sheets. This was completed ten days inside contract time notwithstanding the great difficulties in the way of obtaining raw materials. Government Kalamazoo contracts, I believe, has now exceeded 20,000 binders and 10,000,000 flexed sheets. Orders of this magnitude are rather a triumph in view of the fact that Morland and Impey offer no cheap goods. They have fixed a certain standard of quality which their multifarious tests enable them to standardize. This means more money spent, both by the firm and its clients, but durability and comfort in handling the goods are secured and customers pleased and retained.

I give herewith four photographs, two showing exterior and two interior views of the Kalamazoo factory at Northfield, Birmingham.

Although not conveyed to me personally, I have seen some interesting views on typewriter business here spoken by Managing Director Bartholomew of the Yost. Asked if business for the winter season had made a good start this year he said: I should say that it is quite good—if we only had the ordinary facilities for executing orders to meet the demand; but the high prices for everything, the shortage of men, the blocking up of things at the docks, and difficulties of railway transmission, are making it extremely difficult, and prevent one putting through as much business as one would otherwise do. I think the outlook for the typewriter business in the United Kingdom for the winter season is quite up to the average, chiefly in consequence of the enormous business which is being done for military departments. There is, however, one fly in the ointment, and that is the very large increase in the cost of typewriter production and sales, which is due not only to the increased cost of freight and loss of exchange, but to the increased cost of labor in the United States, caused by the industrial boom over there. It seems to me quite on the cards that the price of typewriters to the public will have to be increased, and pretty soon if the present rate of costs continues and increases. I should not be at all surprised to find by the beginning of the year that typewriter prices had had to be advanced anything up to 10 per cent.

As to supplies for the home trade, Mr. Bartholomew said that the prices of carbon papers, ribbons, etc., had gone up and would go up considerably more yet. The same remark applied to paper, and it was very difficult to get delivery when ordered.

Referring to business in European countries Mr. Bartholomew said in Norway, Sweden, Denmark and even in Russia, the typewriter business continued excellent. The Yost Company was also doing a good business in Spain. In South Africa, under all the circumstances, he should say that their business was good, and in India also.

Of course, Mr. Bartholomew added, there is one thing which adversely affects the trade everywhere, and that is the prevailing bad rates of exchange. Instead of getting a sovereign for 25 francs in France, you now have to give 27.50. In Italy it is worse, where it is 29.40, instead of 25 to 26. Then, as showing the different effect of the war upon different countries, in Spain you see the reverse side. In Spain the rate of exchange used to be anything from

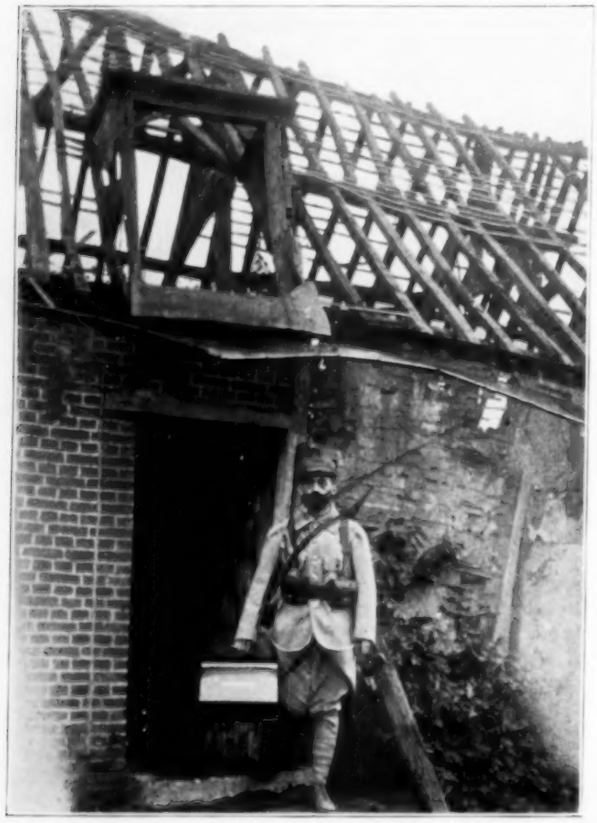
Scenes at the Morland & Impey Works at Northfield, near Birmingham, England. Left to right: Assembling benches—View at end of factory, showing walk and shrubbery—Where paper is ruled and printed.

27 to 28 pesetas to the sovereign, and it is now less than 25. Spain never enjoyed such wonderful credit.

Mr. W. Saltoun of Sandle Bros., one of my most regular and courteous correspondents, on the position of the stationery trade in this country makes the following statement: We can endorse your remarks that business keeps at a high level. Our experience is that we could do double the trade if supplies were available, but owing to the scarcity of labor and raw material stocks are very limited. This particularly applies to cheap note papers, especially banks, and doubtless this scarcity will be aggravated by the new postal regulations which are bound to result in the increased demand for lightweight papers. Metal goods are also very scarce, but this can be explained by the demand for raw material on the part of the Government for munitions.

A Photograph from France.

From somewhere near the firing line there came to Office Appliances the other day, enclosed in an envelope with a Paris postmark, a picture post-card printed from



The Underwood at the French Frontier. We extend thanks to the sender of the above. Some of our readers may recognize the gentleman bearing the machine.

an actual negative. This photograph we reproduce here. Below the picture in typewriting was the following notation: "Emploi sur le front de l'Underwood, October 15."

Office Appliances presents its acknowledgments for this interesting picture and thanks the sender for having remembered us in the midst of such serious and tragic surroundings.

Antony Roux, in Costume of a Kaid, Listening to Demonstration and Explanation of a Typewriter. It appears that Arabs object to being photographed; hence Mr. Roux assumed the costume.

Trade Messengers Gather in the United States.

The Department of Commerce at Washington, D. C., writes that more than twenty nations are represented by visitors to the United States, who are now making their headquarters at the branch offices of the Bureau of Foreign and Domestic Commerce, Department of Commerce, and who are seeking new trade relations.

Many of these men are members of foreign firms which are preparing to make purchases here. Others are representatives of big commercial houses and offer unusual facilities for our manufacturers to establish agencies abroad. Their earnest efforts to meet us half way in producing a greater volume of trade with their respective countries are making easier the progress of American commerce in this year of opportunity.

Some of these advance agents of business are not confining their efforts to any one section of this country, for reports from the several branch offices of the Bureau furnish details of tours which take in several of the principal commercial centers.

Because of the foreign visitors flocking here, the Bureau is dealing directly with buyers as well as sellers, and bringing both classes of business men together so effectively that there are results—purchases of American goods and the making of contracts for agencies in other countries.

Other interests represented are located in Australia, Russia, Italy, Argentina, Spain, India, China, Canada, Japan, South Africa, Bulgaria, New Zealand, Brazil, and several other countries. Each week during the present fall has added to the number.

There is wide variety in the classes of goods sought. Two visitors from Russia have nearly completed the organization of a co-operative sales agency for promoting Russian interests. Their efforts were materially assisted

by the Bureau of Foreign and Domestic Commerce. At one of the branch offices a meeting to launch the project was attended by 50 manufacturers.

The visit of Bulgarian representatives last summer is an important incident in foreign trade development, as that country has rarely ever made an active canvass for American goods.

American War Correspondent Surprises Russians.

The illustration presented in connection with this little story shows William Washburn Nutting, writer, artist, and member of the Adventurers' Club, writing on his Corona at midnight on the Arctic Ocean. The picture was taken during the course of a trip from Archangel to Vologda.

In the current issue of the Corona Bulletin Mr. Nutting describes some of his adventures on this trip. During part of the railway journey, after he had viewed the soldiers leaving their families and boarding the train for war, he set up his Corona to take down some of his thoughts before they escaped. He rigged up the tripod in his compartment and was soon punching out the stuff with one finger of each hand. By and by he was interrupted by a respectful little group at the compartment door, composed of gendarmes and train officials. Through an interpreter he was plied with questions and politely requested to show his passport. It seems that his fellow

William Washburn Nutting, Author, Traveler and Artist, writing on shipboard upon the Arctic Ocean at midnight. Note the Corona machine and portable stand.

passengers hearing the noise of the operation of the typewriter thought that he must be sending a wireless message to the Germans, never having seen a typewriter before.

Mr. Nutting says that he has carried his Corona with him through Russia, Scandinavia, and Germany, and he states that the customs and army inspectors at the various borders, especially the Germans, were so interested in the machine that frequently they overlooked his other baggage entirely.

Cardinal Merry del Val, formerly Secretary to His Holiness, Pope Pius X., using the Hammond Typewriter.
From Stereograph. Copyright, 1906, by Underwood & Underwood, New York.

War Prisoner Wants American Machines.

The Barrett Changer Company, manufacturers of the Lightning Change Maker, 19 South La Salle street, Chicago, received recently a post card from James Goldsmith, an English office equipment merchant with houses in London and Berlin, requesting quotations and sole agency terms for Germany on the Barrett Lightning Change Maker. Mr. Goldsmith has the misfortune to be interned at Ruhleben, Germany, Barrack No. 2. It would appear that his situation is as comfortable as it can be under the circumstances, but it goes without saying that he would prefer his liberty even though his position as a prisoner of war carries with it the privilege of sending his correspondence, subject to the censor, postage free.

Change in Firm.

Thorvald Beyer of Bergen, Norway, announces that on July 1 he incorporated his business under the firm name of F. Beyer A/S, with himself as active manager. His colleague Freydar Beyer, and Freyvald K. Beyer, both announce that they will be members of the company and active participants in the business. The new company is capitalized at 360,000 crowns. A branch firm is that of F. Beyer's Forlag Aktieselkap, capital 90,000 crowns.

Oliver Typewriter Co. Publishes War Letters.

How French Organization of the Oliver Adds to History of Great Conflict by Distribution of Letters from Men at the Front.

Office Appliances has in its possession ten successive copies of what are known as the Sturtevant War Letters. For these we are indebted to Charles H. Mower, one of the Oliver men in France, in fact a director of the French branch of the Oliver Typewriter Company. Mr. Mower's office is in Paris, where the Sturtevant war letters are published, being printed from stencils made on the Oliver typewriter and distributed by the same organization.

The Sturtevant Letters are from members of the staff of the Sturtevant Engineering Company, Limited, 147 Queen Victoria street, London, England. Some of the writers are Englishmen and some are Frenchmen, but all are in active military service, either fighting in the trenches or on duty elsewhere.

In his introduction to these war letters, Mr. Mower says:

"In publishing these letters I have three objects in view:

"1. To enable our men 'sous les drapeaux' to hear the experiences of their comrades on the staff.

"2. To create a fund from the subscriptions for assisting the families of our men in the service of the Allied Powers.

"3. To place on record what might be termed a Staff History of the War."

In concluding his introduction, Mr. Mower says:

"I wish to express my acknowledgment to Mr. Lebrasseur (our Paris manager) for the very great interest he has taken in the scheme, and in keeping in such close touch with the men of the Paris staff, all of whom are now engaged in the war. Also to the Oliver Typewriter Company, who have undertaken the publication of the letters at cost price."

The letters open with a communication from Mr. Mower to a friend written at Paris after the mobilization order of August 1, 1914. Herein he vividly described the lightning changes effected in the life of the French capital on the announcement of the order of mobilization. At one moment the streets were full of people and traffic and the business of the day was going on as usual, but in an hour after the fateful announcement all of the motor busses had disappeared, together with three-quarters of the taxicabs and horse cabs, all being instantly requisitioned by the government for military purposes. He relates incidents showing the smoothness with which the mobilization was effected and tells of the order commanding all persons of German, Austrian and Hungarian origin to leave the country and of the difficulties these people had in getting away. Some of Mr. Mower's predictions are yet to be fulfilled, since the severe engagements between the British and German fleets in the North Sea have not come to pass.

A long letter from Stanley Fitzgerald gives a vivid account of his adventures as a traveler just before and immediately after the declaration of war. He was in Germany, Russia, Finland, Norway and Sweden before he finally succeeded in getting to England.

These letters are followed by communications from M. E. Destombes from the Paris defences, from Private Albert Parish, a member of the British staff of the Oliver Typewriting Company who joined the Irish Guards and went with the first British expeditionary force to France. A letter from Madame Lebrasseur tells of some of her experiences as a hospital nurse in Paris.

Later issues describe scenes in Belgium after the invasion and present realistic word pictures of life in the trenches and on the firing lines. The letters which have thus far appeared are from more soldiers and others, some of whom have been killed in battle and others wounded.

We feel certain that no other private enterprises will have contributed so much to the preservation of the actual incidents of the war as the Sturtevant Engineering Company and the Oliver Typewriter Company. In this little report of these letters it has been possible to mention only a few of the first ones which appeared. As a whole they present a picture of war conditions related in a matter of fact manner such as could not possibly be obtained in any other way. Through it all looms the tragedy and the dreadfulness of war, and often on turning a page we come to some lightning flash of description or the relation of some incident which some day may be told in story from the pen of a second Dumas.

Transmitting Parcels Between America and Russia.

(Commercial Attache Henry D. Baker, Petrograd, Oct. 19.)

During the present abnormal war times, with a serious shortage existing in Russia of railway cars, and unusual delays and difficulties attending the usual methods of shipping merchandise, special importance attaches to all conveniences for sending parcels by mail. An immense increase of such business is reported at the Russian post offices, which has somewhat strained their resources.

A helpful feature of parcel post transmission between the United States and Russia is that such mail matter goes in sealed pouches, which are apparently not opened in transit across Sweden, whereas, if the goods they contained were shipped through Sweden in other ways, they would probably be detained in that country, owing to the great variety of articles on which Sweden has placed an embargo. Individuals or firms mailing articles from the United States to Russia, however, should be careful to send certificates of American origin; otherwise such goods would have to pay double the ordinary rates of duty.

The Russian-American Chamber of Commerce in Moscow has been giving considerable attention to the subject of postal parcels to the United States, and has submitted a memorandum as to its activities in the matter, explaining the present arrangement for sending such parcels via Archangel and Great Britain.

At the meeting of the Russian-American Chamber of Commerce, held on August 24, the question was brought up of the extreme importance of establishing a direct exchange of postal parcels, both with and without statement of value, between the United States and Russia. At the meeting of the governing board of the chamber it was ascertained that for about five or six months after the commencement of hostilities the dispatch of parcels between the United States and Russia was a matter of the greatest uncertainty.

In February, 1915, the Head Administration of Post and Telegraph established the exchange of small postal parcels with the United States via Finland, on condition that the parcels were sent to Petrograd and could be sent only without declaration of value. On April 29, 1915, the Head Administration of the Post and Telegraph limited the parcels to the United States and excluded the dispatch from Russia of gold and silver goods, as well as money, coins, watches, etc. On August 2, 1915, the Head Administration of the Post and Telegraph stopped the acceptance of parcels destined for America via Finland and on August 3, 1915, stopped the exchange of parcels between Russia, England and France via Archangel. Parcels intended for the United States were held until the receipt of further instructions.

The above picture is a collection of envelopes which hangs on the wall of Hamoden Hoge's office in New York City. These were received by him in response to his recent advertising in Office Appliances and are a remarkable collection. There are quite a number of envelopes from London, Paris, Toronto and Hamilton, Ont. There are several from Birmingham, England; Lyon, France; Glasgow, Scotland, and Amsterdam, Holland. There is one from Leeds, England; Durban, South Africa; Moscow, Russia; Lugano, Switzerland; St. Etienne, France; Christchurch, New Zealand; Valparaiso, Chile; St. John's, New Brunswick; Quebec, Ont.; Vaucouver, B. C.; Montreal, Quebec; Edmonton, Alberta; Walkerville, Ont., and Ottawa, Canada. On one envelope received from a colony of one of the countries at war is a notation of the fact that it has been passed by the military censor.

NEW MACHINES AND DEVICES

Descriptive Notes of Some New Inventions and Improvements in the Field, with Illustrations.

New Election Polls Furniture.

The Fielder & Allen Company of Atlanta, Ga., are placing on the market what they term the "Fialco" Australian ballot election polls furniture. This consists of collapsible voting booths, folding election tables, portable election chairs and indestructible steel ballot boxes.

Model A consists of a three stall booth. This booth can be set up and taken down in a moment. These booths are durable, sanitary, economical, and take up very little room in storage.

The collapsible voting booth was designed and built to comply with election laws. It is intended to afford the neatest, cheapest and most durable booth that can be made, and one that can be conveniently taken care of without damage between elections. The booth is simple and yet said to be so perfect in its construction that anyone can set up four stalls in ten minutes, and when the polls close they can be stored in a space 7x8 inches and 6 feet long, under lock, and kept accurately without damage until needed again.

The steel ballot boxes in this line are 10 inches wide, 12 inches deep, and 15 inches high. They are equipped with Yale locks, the top being slotted with lip opening. They are finished in black Japan with gold striping.

The portable election chairs are made of maple, with curved back and curved slat seat, while the folding election table is very light but substantial and may be had in two styles—4 feet long by 30 inches wide, and 6 feet long by 30 inches wide. The top is made from whitewood and shellacked or painted light color. The legs and understock are maple and finished in natural color. These tables may be folded and stored away in a small space.

Improvements in "Bay State" Transfer Case.

The Boston Index Card Company announces important improvements in the construction of its popular "Bay-State" transfer case.

Although the old style case has been a decided success and has apparently given entire satisfaction, the Boston Index Card Company has not been willing to rest on its laurels, but has worked diligently to improve the construction, and realizing the large demand that has been created, has felt in duty bound to offer its customers a transfer case that is second to none on the market.

The company now announces, with considerable pride, the result of its efforts, and wishes to advise its customers of the changes that have been made in the new style "Bay-State" transfer case.

One essential of a satisfactory transfer case is strength, and the most important improvement in the new case is the adoption of the lock-cornered construction. The four corners of the case are now firmly glued together, not nailed, as in the ordinary packing case construction.

Accessibility also plays an important part in the success of a transfer case, for the importance of keeping the transferred correspondence close at hand and accessible for ready reference cannot be overestimated.

The "Bay-State" transfer cases are furnished with roller bearings, which insure a smooth and easy drawer pull, and the cases form sectional units and can be stacked and bolted together vertically or horizontally to fit any available space.

Four Drawer Vertical "Bay State" Transfer Case Made by the Boston Index Card Company, with Sanitary Base.

In this way the cases can be so adjusted as to take a minimum amount of room in an office where the question of space is a serious problem.

There has been a decided improvement made also in the appearance of the new "Bay-State" cases. They are finished in a rich golden brown, and the smooth panelling of the top and sides presents a neat, attractive appearance.

New "Desk With Brains" Section.

The Browne-Morse Company, following their usual progressive policy, have added another section to their "Desk with Brains" line.

This section is in the form of a typewriter extension mechanism, which can be embodied in the pedestals of their "Desk with Brains." This section embodied in the left hand pedestal of the "Desk with Brains," contains a patented roller-bearing extension mechanism. The extended shelf of the section, fitted with roller bearings, runs on rails fastened to the sides of the section. As the shelf is extended the full length of the case, a spring automatically lifts the shelf to a rigid position twenty-six inches from the floor.

The typewriter section intermembers with a special sanitary base and with a special top, in a sixty or sixty-six inch length.

The right hand pedestal is built up from standard filing sections to meet the customer's needs.

The Browne-Morse people are very enthusiastic over this section and believe the new combination desk will become as popular as the regular sectional workbench, "Desk with Brains."

In describing the "Desk with Brains" to the consumer, the dealer places before him, an enlarged chart of all the "Desk with Brains" sections. This chart shows the various styles of tops and bases and a blank space for the pedestals where the various sections can be pasted in.

In this way the consumer can build up for himself any style of desk that will suit his individual needs. All drawer dimensions both inside and outside, and height of sections together with prices of each section are shown on the chart, so the consumer can fully understand the construction and cost of his special "work bench desk."

The special arrangement of this desk, allowing for rearrangement or substitution of sections to meet changing conditions is fully described on the chart.

A new catalog showing this desk and other quality cabinets is now on the press and will be ready for the trade in a short time.

New Globe-Wernicke Counter-Height Cabinets.

"Counter Height" vertical upright cabinets, as the name implies, are used as "counters" as well as "filing cabinets." They separate the "space for the customers and solicitors" from the office or they are used as "partitions" to separate various departments in an office, and at the same time serve as "working tops" for consulting large books, laying out plans, etc.

The Globe-Wernicke Company makes these cabinets not only in the stock letter and cap sizes, but also furnishes promptly on special order other "Counter Height" units such as roller shelf or map book units for insurance offices, abstract and title offices, offices in public buildings, etc.

These cabinets are made of steel, enameled in olive green, or, if desired, in oak or mahogany graining. The sides are unfinished, considerably reducing the cost, when they are used in batteries and the two exposed ends are covered with a pair of finished panels.

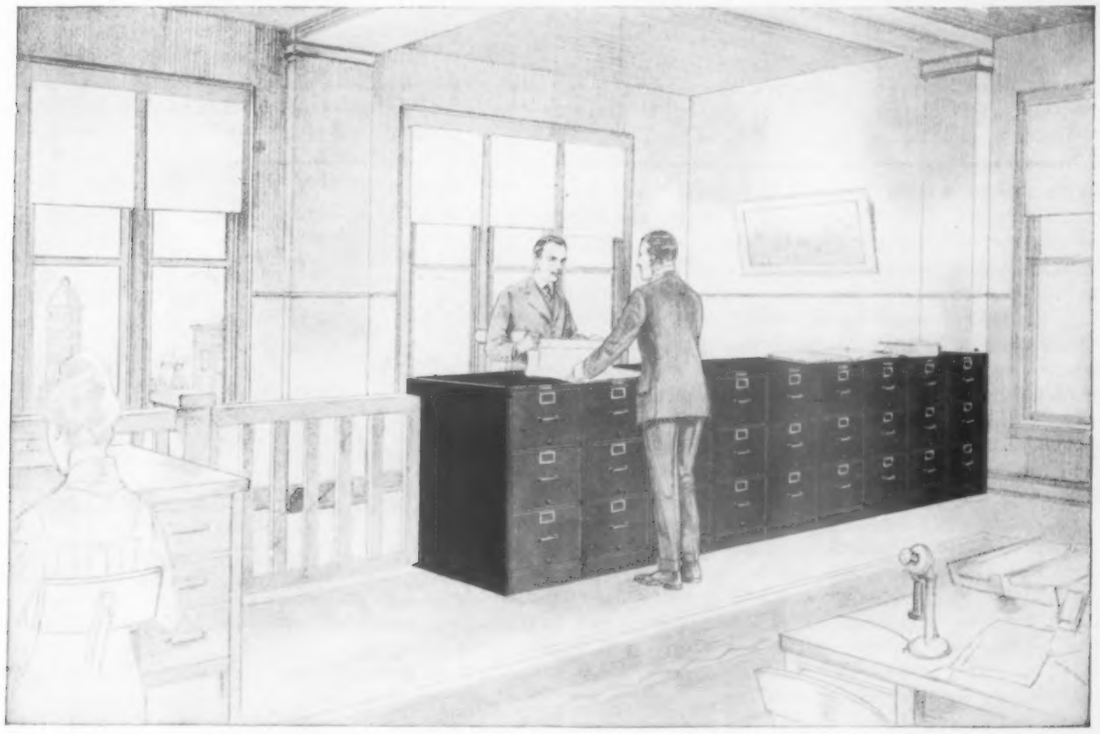
A New Vertical Plan-Safe.

The Fire-Proof Furniture & Construction Company of Miamisburg, O., has recently announced the "Security" steel vertical plan-safe, manufactured under pending Wagner patents. This safe enables the user to file large or small tracings or blue prints, properly indexed, as easily as correspondence is now filed. The plans are filed vertically and this system is said to be a big step forward in the efficiency of the professional office.

In the "Security" vertical plan-file the plans and drawings are suspended in and at the top of the folder by means of a lay-flat loose leaf ring device attached to the folder plate, and second by suspending the folder on moveable beams carried on channels attached to the upper ends of the plan-safe. By this method the plates, beams, etc., are always above the matter filed, rendering the capacity of the plan-safe net, and its construction simple, with the result that the plan-safe can be offered in several forms at an extremely reasonable price both in first cost and cost of maintenance.

The safe is capable of accommodating plans forty-two inches wide and six feet long, while a letterhead can be filed in the same folder. The plan-safe is also furnished as an insert in the stock line of "Security" office safes, for the convenience of the architect or engineer who wishes to combine the preservation of other records with the filing of his tracings and drawings. The insert is constructed of the best grade of steel with swivel ball bearing castors at the bottom, and is easily drawn in or out of the safe on the runway or can be taken from room to room.

The "Security" steel vertical plan-safe offers a high



New Globe-Wernicke Counter Height Vertical Upright Filing Cabinets.

degree of protection against fire, and is altogether a remarkably efficient device.

Dry Mucilage.

The Tablet & Ticket Company, 624-630 West Adams street, Chicago, with offices at 381-383 Broadway, New York City, and 111 New Montgomery street, San Francisco, have gotten out a new article intended for those who use mucilage only once in a while and to whom a mucilage bottle on the desk is an inconvenience rather than a help. This article is dry mucilage, which is put up in various forms, the most convenient being a book of strips interleaved with wax paper to prevent the leaves from sticking together in damp weather. A cut of this book of strips is shown herewith.

Another form in which this dry mucilage is put up is in bottles of squares, each bottle containing over five hundred squares of dry mucilage wafers. In this form dry mucilage is suitable for photo or card albums and, being bottled, is protected from dampness. One square cut in

Picture of pocketbook containing many sheets of dry mucilage to be torn off ready for instant application.

two is said to be large enough for any photograph or card.

This dry mucilage is also put up as envelope sealers. These sealers are intended for localities where the humidity is such that gummed envelopes cannot be kept. In this form the dry mucilage is furnished in shape to fit the flap of an envelope. These dry mucilage forms are interleaved with wax paper to prevent them from sticking together, and are put up in envelopes of twenty-five to the package.

This is a new and useful article in which the trade is sure to be interested. The Tablet & Ticket Company will appreciate correspondence with regard to terms, since this article can be sold to advantage by commercial stationers.

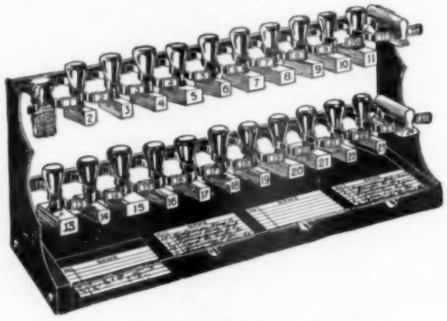
A Convenient Stamp Holder.

The Index Stamp Holder Company, not incorporated, 6313 Harper avenue, Chicago, manufactures a line of specialties for the users of rubber stamps, which should commend this company to the appreciation of busy office men. Their line is known as the Index Stamp Holder line and they make these holders in four styles.

The company claims for its Index Stamp Holders that they save lost motion, condense rubber stamps in small space and keep them in perfect order; that they locate any stamp instantly even for one not familiar with them, that the holders are ornamental and durable in that they are made almost entirely of steel, the clips are made of hard spring steel and will keep their shape, and, finally, that the prices are as low as first-class material, good workmanship, and square business methods will permit.

Style No. 1 is shown in the accompanying cut. This style is made in five sizes, all the metal parts being finished in hard rubber enamel. The top of the base is covered with glass to keep the index cards clean and visible at all times.

Style No. 2 is made in various sizes and shapes to accommodate a large number of stamps, and is indexed so as to locate a stamp instantly.



Style No. 1—Index Stamp Holder.

Style No. 3 is made so that it can be fastened to any flat surface or inside a roll top desk, while style No. 4 is similar to No. 3, but without index cards on the back. No. 3 and No. 4 are made in four sizes.

Any dealer or office man who may be interested in this series of stamp holders should write to the Index Stamp Holder Company at the address given above.

An Attractive Line of Chairs.

The Buehner Chair Company of Evansville, Ind., is offering an attractive, comfortable and useful line of office chairs. One member of the line is shown in the small cut which accompanies this article.

The Buehner company also makes a line of small desks for teachers and for general office use, likewise a line of bookkeepers' standing desks, typewriter desks with disappearing platform, and small roll top desks. Both the typewriter desks and the roll top desks, as well as the other desks mentioned, are of the sanitary pattern.

The Buehner Chair Company has recently issued a comprehensive catalogue of household chairs. This catalogue contains eighty pages, and shows a profusion of

Buehner Chair Company's No. 390 Quarter Sawed Oak, Genuine Leather Seat.

rocking chairs, comfortable easy chairs, high-chairs, children's chairs, bedroom chairs, dining room chairs, in fact, chairs of almost every description, in oak, upholstered and otherwise. The line both of household chairs and office chairs is very comprehensive and includes settees, porch swings, and complete dining-room suites, including sideboard, dining-room table and china closet.

We recommend these lines to the consideration of dealers in office and home equipment.

New Big Peerless Moistener.

The Peerless Moistener Company, 826-830 South Claremont avenue, Chicago, announces the "Big Peerless" moistener. This is an extra large moistener 7 inches in diameter across the perforated part and 2½ inches high. The water vessel is of pressed steel japanned, the table cast iron galvanized and the perforated cover polished brass. The felt is of extra large size and thickness and insures an even distribution of water over the entire top.

This moistener was made at the request of Mr. Kett of Montgomery Ward & Co., who wanted a moistener of large capacity with which the help could not play baseball.

Cut showing the Peerless Moistener and the manner in which it is used.

A few were made up for trial and the number has increased from time to time until up to the present they have over 500 in use in their offices. Just a few of the many prominent users are Sears, Roebuck & Co., Marshall Field & Co., E. B. Fisk & Co., Felt & Tarrant Manufacturing Company, John M. Smyth & Co., Hope Publishing Company, Methodist Book Concern, Gamble Hinged Music Company, United Mail Order House and Underwood Typewriter Company of New York City, Gospel Trumpet Co. of Anderson, Ind., and Vocal-style Music Company of Cincinnati, O.

The Big Peerless is particularly recommended for the sealing of large envelopes, large quantities of stamps, labels, etc., or where two or more clerks are working at the same mailing table and can also be used for all purposes for which the smaller one is adapted.

A New Pen Knife.

The Polar Manufacturing Company, 611 Cherry street, Philadelphia, has brought out a combination pen knife and ink eraser, which is here illustrated. This little steel device is as small as a good sized pen, and like a pen it can be inserted in a pen holder and when dull can be thrown away. Each little knife costs ten cents, and the steel is of such quality that it holds its edge and temper for a long time. As will be noted, it has a straight knife edge for sharpening pencils, cutting paper and the like, and a curved edge for erasing.

Polar Pen Knife and Ink Eraser fits any penholder, same as a pen.

This is a little device which dealers should be able to handle as a novelty.

New Display Rack for Advertising Matter.

The old and unsatisfactory method of displaying advertising booklets by laying them on a table where they become dusty and present an untidy appearance is to become a thing of the past if the National Ticket Case Company of Chicago can bring it about by a sufficiently general adoption of their adjustable advertising display rack.

This rack was designed properly to display advertising booklets or pamphlets of various sizes, and as will be observed from the cut, it serves the purpose admirably—any kind of booklet can be shown in a vertical position, thus making it possible to obtain the maximum result from the various pieces displayed. There is no waste space between the booklets.

This rack is provided with adjustable metal dividers which are removable, and which can be automatically locked into any row of the rack by insertion in the channel in a horizontal position and then turning to a vertical position. After this operation the divider or partition becomes permanent and can be left in its location until it is found desirable, owing to changes in the sizes of booklets, to increase or decrease the compartment as may be necessary.

National Ticket Case Company's New Adjustable Advertising Display Rack.

By the use of this rack, attractive advertising matter receives the attention of prospective buyers and it should promote the use of artistic and effective display matter.

A Blue Print Machine.

Office Appliances is indebted to the Shaw Blue Print Machine Company, 9-11-13 Campbell street, Newark, N. J., for a description of the Shaw Blue Print machine, which is made in two models, "A" and "B."

The model "A" blue print machine consists of a half cylinder of heavy plate glass set upright, over which passes an endless canvas band, driven by an electric

motor, through worm gearing and double cone pulleys. In the center of the cylinder an arc lamp of special design and high power travels continuously up and down at a uniform rate; the variation of speed necessary for the different tracings and papers is obtained by shifting the belt on cone pulleys by means of a crank at the side of the machine.

The tracings and paper are fed into the machine at the right-hand side and emerge at the left, this operation being continued until the desired number of prints have been obtained.

The machine will easily print four running feet per minute, hence a 42-inch machine has an hourly output of 840 square feet, which would be equal to 80 prints, 36x42 inches. Prints of any length may be made in one piece, which, of course, is impossible with a machine that is not continuous in operation. The easy adjustment of speed adapts the machine to making blue prints, blue line prints, Vandyke negatives, Vandyke positives, direct black prints, etc.

Convenient access to the arc lamp is had through an opening at the front of the machine, which opening is normally filled with a 10x15-inch photographic printing frame, in which glass negatives, patent office drawings, etc., can be made at the same time regular blueprinting is being done.

In small offices or places where space is at a premium, the Shaw machine especially recommends itself, since it requires a floor space of only two feet six inches, and head room of eight feet.

The company makes another style of machine called the model "B," which is non-continuous in operation. This, they state, is made to supply a growing demand for a low priced efficient apparatus for making blue prints, Vandyke negatives, black line prints, etc. This machine has a printing capacity up to 30x36 inches, but can be furnished in a larger size if desired. It consists of a half cylinder of heavy plate glass, set upright, and against which tracings and paper to be printed are firmly held during exposure by a heavy canvas curtain. In the center of the cylinder an arc lamp of high power travels from top to bottom of the machine at a uniform rate. As soon as the lamp reaches the bottom of the machine and the prints have been sufficiently exposed, an automatic device throws the switch which controls the arc lamp, thus making it unnecessary for the operator to remain at the machine while it is in operation. The speed variations necessary for different tracings and papers are obtained by shifting a regulator on the dial at the side of the machine.

Anyone who may be interested in these useful blue print machines should communicate with the company, whose address is given above.

A New Eye Shade.

The Chicago Eye Shield Company, 134 South Clinton street, Chicago, are about to get out a new catalog listing their complete line and containing among other things a

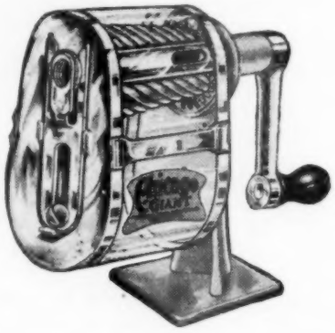
The Canoe Eye Shade made by the Chicago Eye Shield Company.

description of the new "Canoe" eye shade, so called from its shape. This new eye shade is said to be very comfortable to the eyes and, by reason of its shape, to keep out all side rays and to shield the eyes from the direct downward rays of a desk lamp at the same time.

This company manufactures the "Eureka" eye shade, which also protects the eyes from troublesome side light. Those wishing to be prepared to fill the demand for eye shades for desk workers and others should obtain a copy of the Chicago Eye Shield Company's new catalog at once.

The Chicago Giant Pencil Sharpener.

This announcement will undoubtedly first acquaint the trade at large with the Chicago Giant, the latest product



New "Chicago Giant" Pencil Sharpener.

of the Automatic Pencil Sharpener Company, 58 East Washington street, Chicago. Following, however, this brief recital of facts, the manufacturers will have in the hands of all dealers in a very short time full data, prices, etc., covering this latest pencil sharpener, which will retail at $1.50.

The Chicago Giant is in principle and in fact the counterpart of the famous Chicago Dollar sharpener, but made bigger, better, and designed for a broader range of usefulness. The Chicago Giant will sharpen every pencil made, while its predecessor, the Chicago, sharpens standard sized pencils.

A notable step in advance has been incorporated in the Giant and patent applied for, in the manner in which this pencil sharpener handles the various sizes of pencils to be sharpened. This feature is declared to be entirely different from the method heretofore in use. The new method of taking care of all sizes is declared to hold pencils firmly on an accurate center.

Another notable feature, which is a part of this new construction, is a locking-on device, which rigidly holds the shaving receptacle in its proper place, irrespective of the position in which the sharpener is used.

The Chicago Giant is finished in full nickel, the contrast between the highly polished shaving receptacle and the dead white nickel base making it most attractive to the eye.

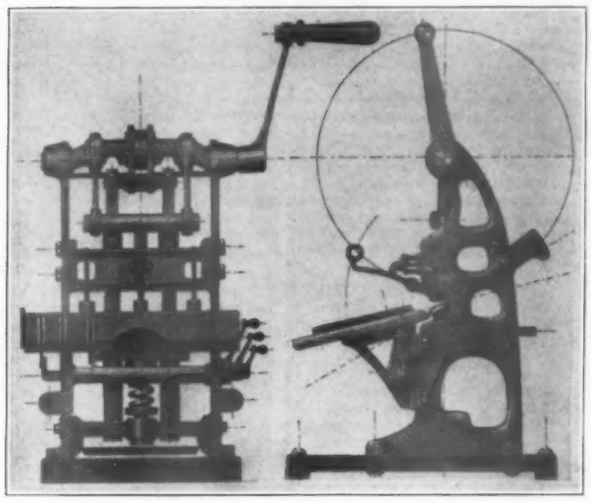
While the Chicago Dollar pencil pointer has been highly successful, it is predicted that the Chicago Giant will far outstrip it, having, the makers declare, the broadest range of usefulness, while the Chicago Dollar naturally has a restricted field in which to sell, owing to the fact that it accommodates only standard sized pencils.

The manufacturers invite correspondence from those who are interested, and tell us that their proposition, in the sense of wholesale prices, will be found most interesting.

A New Punching Machine.

Emil Cohn of Berlin, Germany, is placing upon the market a new punching and fastening machine, called the "Victoria," which will punch and fasten separate leaves of any thickness at a distance from one hole to another of seven or eight centimeters, at the same time strengthening the edges of the holes. This machine sews together two or more leaves, strengthening the holes, and accomplishing all its offices in one operation.

It combines, by the use of a thin metal fastener through which the hole is punched, the functions of a punching and fastening device, producing a perforation reinforced against wear and tearing. The machine is simple in operation and the work is easily and quickly done. By its use letters and documents are preserved, and their filing in suitable holders is facilitated. Furthermore, the new fastener lies perfectly flat, does not catch on other papers and does not increase appreciably the weight or bulk of the documents to which it is attached.



"Victoria" Universal Punching and Fastening Machine.

The "Victoria" punching and fastening machine is valuable in all offices, especially in technical offices, for use in filing and preserving designs, sketches, tracing paper, tracing linen, etc.

The machine is easily set on any table, and can be operated by anyone.

It is understood that Mr. Cohn, whose address is in the possession of Office Appliances, desires to get in touch with persons who will discuss a proposition to manufacture and distribute the machine in the United States.

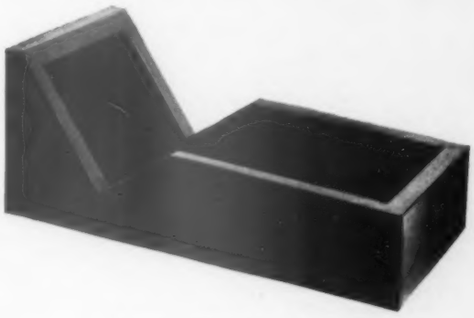
New Bank Statement Cases.

The Fire-Proof Furniture & Construction Company of Miamisburg, O., in a recent circular announced the completion of a line of new bank statement cases on which patents are pending. These cases provide a safe and dust-proof storage for bank statements when not in use. Each case is equipped with a suitable lock in the center and strong clasps at either end.

These bank statement cases are readily used in connection with the adding machine. The case containing the statements is brought from the vault, unlocked, and placed on the stand at the right side of the adding machine. When it is opened the statements should be found in

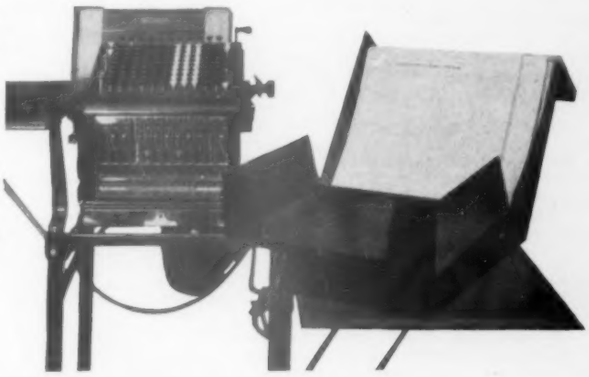
Steel Bank Statement Case Closed and Locked.

position for easy, rapid working. If the first statement needs no entry for the day it is placed face down in the other half of the case. If the second statement needs an entry, it is made and the statement is placed in the other



Bank Statement Case Holder.

half of the case, face down on statement number one, but offset, so that in calling back to the ledger only the active statements for the day are referred to. It is not necessary to remove the statements from the case except for



Bank Statement Case Open in Holder Beside Adding Machine Ready for Work on Statements in Case.

entries, and the case assists in keeping the statements neatly and correctly arranged.

The cases and stands are made of selected steel plates, and are light yet extremely strong and durable. They are finished in black baked-on enamel.

YEAR'S REVIEW OF MACHINES AND DEVICES

Brief Paragraphic Mention of Devices Described and Advertised in Office Appliances During 1915.

REVIEW OF YEAR'S ADVERTISING ANNOUNCEMENTS.

Adding Machines.

BURROUGHS ADDING MACHINE COMPANY, Detroit, Mich.—Announcement by, January, February, March, April, May, June, July, August, inside front cover. The new $125 Burroughs, September, inside front cover. Burroughs figuring and bookkeeping machines, October, inside front cover; November, inside front cover.

DALTON ADDING MACHINE COMPANY, THE, Cincinnati, O.—The Dalton adding machine, March, p. 37; May, p. 30; June, p. 38; July, p. 27; August, p. 28; September, p. 26; October, p. 155; November, p. 109.

DENOMINATOR ADDING MACHINE COMPANY, New York, N. Y.—The New Denominator adding machine, September, p. 127.

FELT & TARRANT MANUFACTURING COMPANY, Chicago, Ill.—The Comptometer, an adding machine for all figure work, September, p. 165; October and November, inside back cover.

GANCHER A. A. M. COMPANY, O. A., New York, N. Y.—"Golden Gem" portable adding machine, January, p. 154.

TRIUMPH ADDING MACHINE COMPANY, Brooklyn, N. Y.—The Triumph adding machine, January, p. 122; February, p. 123; March, p. 141; April, p. 129; May, p. 151; June, p. 121.

U. S. ADDING MACHINE COMPANY, New York, N. Y.—Sundstrand portable, visible, listing, adding and multiplying machine, July, p. 41.

Adding Machine Roll Paper.

IRISH PAPER COMPANY, GEORGE, Buffalo, N. Y.—Perfect Plugless Roll for adding machines, January, p. 138; February, p. 111; March, p. 148; April, p. 142; May, p. 124; June, p. 120; July, p. 126; August, p. 132; September, p. 160; October, p. 202; November, p. 154.

Adding Typewriters.

ELLIOTT-FISHER COMPANY, Harrisburg, Pa.—Crossfooter machine that adds and subtracts across columns, and adds columns up and down with the same stroke of the key that writes the figures on the paper, all at one operation, January, p. 10; February, p. 25; March, p. 25; April, p. 25; May, p. 25; June, p. 107; July, p. 17; August, p. 17; September, p. 25. Elliott-Fisher bookkeeping machine, October, p. 97; November, p. 16.

ELLIS ADDING TYPEWRITER COMPANY.—The Ellis mechanical posting machine, November, p. 155.

Addressing Machines.

ADDRESSOGRAPH COMPANY, Chicago, Ill.—Use of the Addressograph in preparation and care of mailing lists, January, p. 39; February, pp. 32, 33. Addressographs, March, p. 42; April, p. 124; May, p. 122; June, p. 104; July, p. 32; August, p. 39; September, p. 112; October, p. 170; November, p. 19.

ELLIOTT COMPANY, THE, Cambridge, Mass.—Elliott addressing machine, February, p. 18; March, p. 34; April, p. 122; May, p. 134; June, p. 94; July, p. 115; August, p. 124; September, p. 133; October, p. 124; November, p. 108.

EVANS ADDRESSING MACHINE COMPANY, Buffalo, N. Y.—New Evans addressing machine, November, p. 111.

MONTAGUE MAILING MACHINERY COMPANY, Chattanooga, Tenn.—Addressing and imprinting machines, including office addresser, motor-power addresser, standard addresser, and cabinet unit and filing drawers with address and record plates, January, p. 37; March, p. 121.

Baling Presses.

CHICAGO BALING PRESS COMPANY, Chicago, Ill.—Safety-First baling presses, October, p. 195; November, p. 169.

DAVENPORT MANUFACTURING COMPANY, Davenport, Ia.—Schick All-Steel baling press for waste paper, January, p. 134; February, p. 116; March, p. 144; April, p. 134; May, p. 132; June, p. 118; July, p. 132; August, p. 140; September, p. 160; October, p. 200; November, p. 154.

ECONOMY BALER COMPANY, Ann Arbor, Mich.—All-Steel Economy baler, February, p. 111; March, p. 140; April, p. 132; May, p. 138; June, p. 122; July, p. 130; August, p. 138.

FAMOUS MANUFACTURING COMPANY, East Chicago, Ind.—Famous line paper balers, February, p. 132.

GRAND RAPIDS SALVAGE COMPANY, Grand Rapids, Mich.—The Handy press, a waste paper baler, April, p. 126; May, p. 119; June, p. 132.

Billing Machines.

ELLIOTT-FISHER COMPANY—(See Bookkeeping Machines).

UNDERWOOD CALCULATING MACHINE COMPANY—(See Typewriters).

Blanks for Bonds and Stocks.

GOES LITHOGRAPHING COMPANY, Chicago, Ill.—Forms for stock certificates, merchandise certificates, Christmas checks, bonds, diplomas, etc., January, p. 30; February, p. 121; March, p. 117; April, p. 16; May, p. 10; June, p. 115; July, p. 30; August, p. 26; September, p. 137; October, p. 181; November, p. 129.

KIHN BROTHERS, New York, N. Y.—"K. B." blanks for bonds and stocks certificates, etc., January, p. 159; February, p. 137; March, p. 155; April, p. 149; May, p. 157; June, p. 142; July, p. 141; August, p. 147; September, p. 159; October, p. 227; November, p. 155.

Book Rings.

ADAMS, HENRY T., Chicago, Ill.—Adams College book rings, January, p. 160; February, p. 118; March, p. 152; April, p. 130; May, p. 138; June, p. 122; July, p. 126; August, p. 132; September, p. 118; October, p. 196; November, p. 164.

KELLNER, JR., OTTO, Chicago, Ill.—Improved University book rings, January, p. 157; February, p. 117; March, p. 141; July, p. 135; August, p. 135; September, p. 153; October, p. 217; November, p. 143.

Bookkeeping Machines.

ELLIOTT-FISHER COMPANY—(See Adding Typewriters).

ELLIS ADDING TYPEWRITER COMPANY, Newark, N. J.—Ellis mechanical posting machine, November, p. 155.

Calculators.

MARCHANT CALCULATING MACHINE COMPANY, Oakland, Cal.—Marchant calculating machine, February, p. 29; April, p. 112; May, p. 154; June, p. 32; July, p. 104; August, p. 126.

MEILICKE CALCULATOR COMPANY, Chicago, Ill.—Meilicke Collection Ledger B and Meilicke Active 'Phone List, April, p. 98; May, p. 116; June, p. 112; July, p. 33; August, p. 12; October, p. 102; November, p. 151. Meilicke Tariff Device, September, p. 102.

MONROE CALCULATING MACHINE COMPANY, New York, N. Y.—First announcement of Monroe calculating machine, January, p. 101; February, p. 17; March, p. 33; April, p. 35; May, p. 23; June, p. 126; July, p. 145; September, p. 86; October, p. 138; November, p. 90.

MOODY CALCULATOR SALES COMPANY, THE, Dallas, Texas.—The Moody calculator, November, p. 70.

MORSCHHAUSER, W. A., New York, N. Y.—"Millionaire" calculator, January, p. 157; February, p. 135; March, p. 145; April, p. 131; May, p. 153; June, p. 133; July, p. 123; August, p. 135; September, p. 151; October, p. 217; November, p. 161.

ROYAL CALCULATOR SYSTEMS COMPANY, THE, Cleveland, O.—Royal calculating systems, April, p. 147.

Calendar Clips.

MARUI & CO., H., New York, N. Y.—Good Luck Stone clutch pencil with calendar clip, January, p. 115; February, p. 127.

Callitypy.

BACKES, J., Philadelphia, Pa.—An example of callitypy, January, p. 132; March, p. 138; April, p. 134.

Card Presses.

FEUERSTEIN & CO., S. B., Chicago, Ill.—Automatic card printer, February, p. 138; March, p. 135; April, p. 153; May, p. 157; August, p. 147; September, p. 159; October, pp. 192, 225; November, p. 161.

Card Indexes.

RAND COMPANY, THE, North Tonawanda, N. Y.—Rand visible card index, January, p. 135; February, p. 127; March, p. 151.

Card Index Outfits, Etc.

MARCUS & CO., Inc., Philadelphia, Pa.—Index outfit, consisting of a finely finished hardwood box with brass hinged lid, 100 faint-ruled index cars 3x5, and one complete alphabetical index, September, pp. 131, 132.

WILLIAMS, C. EUGENE, Chicago, Ill.—Williams Visible Caption card system, May, p. 126; June, p. 118; July, p. 126.

Chairs.

BUEHNER CHAIR COMPANY, THE, Evansville, Ind.—High-grade office chairs, June, p. 23; July, p. 139; August, p. 145; September, p. 159; October, p. 221; November, p. 157.

COOK COMPANY, C. A., Cambridge, Mass.—Cook Quality spring-back typewriter chairs and office chairs, January, p. 139; February, p. 138; March, p. 149; April, p. 143; May, p. 149; June, p. 23; July, p. 131; August, p. 137; September, p. 149; October, p. 193; November, p. 145.

JOHNSON CHAIR COMPANY, Chicago, Ill.—Office chairs, May, p. 36; June, p. 24.

MARBLE CHAIR COMPANY, THE B. L., Bedford, O.—High-grade office chairs, October, p. 92.

MARBLE & SHATTUCK CHAIR COMPANY, Cleveland, O.—A new line of M. & S. stenographer's chairs, January, p. 133; February, p. 28; March, p. 28; April, p. 16; May, p. 14; June, p. 16; July, p. 8; August, p. 10; September, p. 10; October, p. 165; November, p. 77.

MILWAUKEE CHAIR COMPANY, Chicago, Ill.—Announcement by, May, p. 158; June, p. 29; October, p. 184; November, p. 162.

NICHOLS & STONE COMPANY, Gardner, Mass.—High-grade office chairs, January, p. 155; February, p. 131; March, p. 151; April, p. 145; May, p. 151; June, p. 23; July, p. 137; August, p. 143; September, p. 153; October, p. 217; November, p. 161.

TAYLOR CHAIR COMPANY, Bedford, O.—New line of high-grade office chairs, January, p. 18; February, p. 31; March, p. 31; April, p. 31; May, p. 18; June, p. 14; July, p. 14; October, p. 148; November, p. 14.

Chair Pads.

FOX COMPANY, GEORGE E., Chicago, Ill.—U-Need-Me felt chair pads, September, p. 147. U-Need-Me plate glass desk pad, October, p. 142; November, p. 157.

Check Protectors.

HEDMAN MANUFACTURING COMPANY, Chicago, Ill.—F. & E. check protector and check writer, January, p. 137; February, p. 18.

TODD & CO., G. W., Rochester, N. Y.—Protectograph and Protectograph check writer, January, p. 146; February, p. 118; March,

p. 146; April, p. 130; May, p. 124; June, p. 120; July, p. 122; August, p. 142; September, p. 156; October, p. 224; November, p. 164.

WACHUSETT SPECIALTY COMPANY, Worcester, Mass.—The Home check protector, September, p. 144; October, p. 192; November, p. 144.

Check Stub Holder.

BANKERS' CLASP COMPANY, St. Louis, Mo.—Check book clasp, November, p. 161.

Coin Devices.

BARRETT CHANGER COMPANY, Chicago, Ill.—The Lightning change maker, September, p. 150; November, p. 156.

DETROIT COIN WRAPPER COMPANY, THE, Detroit, Mich.—Detroit coin wrapper, January, p. 161; February, p. 139. Parsons' silver-plated pens and non-ripping coin bags, March, p. 159; April, p. 153; May, p. 157; June, p. 137; July, p. 139; August, p. 145; September, p. 157; October, p. 227; November, p. 167.

SPURGIN MANUFACTURING COMPANY, Chicago, Ill.—The "Something Better" line of devices for correspondence, filing systems, records, etc.; also copying baths, copying cloths, vest protectors and other specialties, January, p. 102; April, p. 114; May, p. 136; June, p. 97; July, p. 132. Spurgin's Double-Quick index, February, p. 97; March, p. 134; November, p. 158. Spurgin's eyeleted coin bag, August, p. 148; September, p. 158; October, p. 202.

Commercial Registers.

GLOBE REGISTER COMPANY, THE, Cincinnati, O.—Globe folding record registers for recording sales, issuing requisitions, writing invoices, delivery tickets, etc., April, p. 134; May, p. 140; June, p. 124.

Copyholders.

DROP-A-LINE INDICATOR COMPANY, Milwaukee, Wis.—Drop-a-Line automatic indicator—a copyholder, January, p. 159; February, p. 137; March, p. 145; April, p. 131; May, p. 155.

LINE-A-TIME MANUFACTURING COMPANY, New York, N. Y.—The Line-a-Time—a copyholder and line-indicating device, April, p. 121; May, p. 147; July, p. 119; August, p. 129; September, p. 141.

LINEGUIDE MANUFACTURING COMPANY, Chicago, Ill.—Lineguide copyholder, April, p. 133; May, p. 141; June, p. 123; September, p. 139; October, p. 177.

SPECIALTY MANUFACTURING SALES CORPORATION, Norfolk, Va.—"Reliance" Copyliner-Spacers, January, p. 115; February, p. 102; March, p. 147.

Copying Devices.

EUREKA BLOTTER BATH COMPANY, THE, Chicago, Ill.—Blotter baths and copying cloths, January, p. 163; February, p. 127; March, p. 137; April, p. 131; May, p. 141; June, p. 123; July, p. 125; August, p. 125; September, p. 139; October, p. 158; November, p. 153.

Cuspidors.

CUSPIDOR MANUFACTURING COMPANY, INC., Newark, N. J.—Polished cast and spun bronze cuspidors, September, p. 157.

IRELAND & MATTHEWS MANUFACTURING COMPANY, Detroit, Mich.—Brass cuspidors, January, p. 136; February, p. 134; March, p. 157; April, p. 144; May, p. 161; June, p. 30; July, p. 120; August, p. 123; September, p. 154; October, p. 154; November, p. 122.

Desks.

BENTLEY & GERWIG FURNITURE COMPANY, Parkersburg, W. Va.—New Bentley & Gerwig typewriter desks, roll-top desks, flat-top desks, etc., January, p. 145; February, p. 119; March, p. 32; April, p. 32; May, p. 42; June, p. 18; July, p. 117; August, p. 129; September, p. 141; October, p. 215; November, p. 135.

CLEMETSEN COMPANY, THE, Chicago, Ill.—"2 in 1 Clemco" typewriter desks, January, inside back cover; February, inside back cover; March, p. 43; April, p. 29; June, p. 9; July, p. 127; August, p. 133; September, p. 85; October, p. 191; November, p. 147.

CUTLER DESK COMPANY, Buffalo, N. Y.—Adjustable file desks with a multitude of combinations, January, p. 23; February, p. 23; March, p. 127; April, p. 111; May, p. 27; June, p. 13; July, p. 25; August, p. 23; September, p. 121; October, p. 175; November, p. 125.

DIETZ & CO., J. F., Cincinnati, O.—Desk No. S-43, a new product, January, p. 33; February, p. 8; March, p. 8; April, p. 8. No. S10 Perfection pedestal typewriter desk, May, p. 8; June, p. 16; July, p. 10; August, p. 10; September, p. 10; October, p. 179; November, p. 123.

DORNETTE & BROS. COMPANY, THE J., Cincinnati, O.—Sanitary roll-top desk of extremely high-grade construction, January, p. 26; February, p. 30; March, p. 24; April, p. 18; September, p. 8; November, p. 77. Typewriter desk, May, p. 14; June, p. 25; July, p. 8; August, p. 8; October, p. 163.

MOON DESK COMPANY, Muskegon, Mich.—Moon typewriter desks, January, p. 143; February, p. 111; March, p. 156; April, p. 150; May, p. 156; June, p. 26; July, p. 118; August, p. 121; September, p. 123; October, p. 188; November, p. 158.

NATIONAL DESK COMPANY, Herkimer, N. Y.—Three styles of National office desks, January, p. 158; February, p. 100. Roll-top desk, April, p. 36; May, p. 127.

TELL CITY DESK COMPANY, Tell City, Ind.—Tell City desks, January, p. 147; March, p. 153; May, p. 36; July, p. 121; September, p. 125; November, p. 147.

WESTERN FURNITURE COMPANY, St. Louis, Mo.—A new desk combining good appearance, efficiency and utility, January, p. 12; March, p. 36; October, p. 147.

Desk Clocks.

PHELPS, H. D., Ansonia, Conn.—The "Little Jewel" desk clock, March, p. 140; April, p. 126; May, p. 119; June, p. 130; September, p. 144; October, p. 196; November, p. 116.

Desk Lamps.

M'FADDEN, H. G., & CO.—November, p. 161.

Duplicating Machines.

AMERICAN MULTIGRAPH SALES COMPANY, THE, Cleveland, O.—Announcement by, June, p. 95.

DICK COMPANY, A. B., Chicago, Ill.—Self-feeding ink fountain for mimeographs, January, p. 149. Duplication by Dermatype stencil and typewriter, February, p. 101. Edison-Dick mimeograph, March, p. 125; April, p. 97. New Edison-Dick mimeoscope, October, p. 141; November, p. 99.

DUPLICATOR MANUFACTURING COMPANY, Chicago, Ill.—The Commercial duplicator, March, p. 28; April, p. 29; May, p. 44; September, p. 119; October, p. 126; November, p. 10.

FALES & CO., E. N., Chicago, Ill.—The "Jiffy," a new duplicating machine, November, p. 106.

HEYER, T. A., Chicago, Ill.—Stencil paper and duplicators, duplicating inks, etc., January, p. 144; February, p. 111; March, p. 136; April, p. 33.

LINEOGRAPH COMPANY, THE, New York, N. Y.—The Lineograph flat-bed duplicator, January, p. 102; March, p. 134; May, p. 126; September, p. 140; November, p. 142.

MULTICOLOR SALES COMPANY, Chicago, Ill.—The Multicolor press, November, p. 17.

MULTIPRESS COMPANY, THE, Buffalo, N. Y.—New model Junior Multipress duplicator, January, p. 141. "Fiberized Printing," February, p. 115; March, p. 48; April, p. 99; May, p. 34.

OFFICE MACHINERY SPECIALTY COMPANY, THE, Philadelphia, Pa.—Second-hand Multigraphs, April, p. 153; July, p. 139; August, p. 145; September, p. 157.

ROTOSPEED COMPANY, THE, Dayton, O.—The Rotospeed, a rotary stencil duplicator, March, p. 36; April, p. 117; May, p. 147; June, p. 143; September, p. 16; October, p. 183; November, p. 78.

SPEEDOGRAPH DUPLICATOR COMPANY, THE, New York, N. Y.—The Automatic Speedograph duplicator, September, p. 24; October, p. 165; November, p. 81.

Envelopes.

BUSHNELL COMPANY, ALVAH, Philadelphia, Pa.—Bushnell's Paperoid line of filing envelopes, folders, etc., January, p. 130; February, p. 109; March, p. 143; April, p. 136; May, p. 142; June, p. 108; July, p. 110; August, p. 112; September, p. 139; October, p. 176; November, p. 142.

LAVETTE, H. C., Chicago, Ill.—Photo mailing envelopes, January, p. 153; February, p. 34; March, p. 139; April, p. 115; May, p. 133; June, p. 131; July, p. 133; August, p. 139; September, p. 129; October, p. 197; November, p. 159.

NATIONAL ENVELOPE COMPANY, Inc., Philadelphia, Pa.—National photo mailer, February, p. 117. Fiberstok expanding files, envelopes, wallets, etc., May, p. 158; June, p. 140; July, p. 142; August, p. 125; September, p. 121; October, p. 167; November, p. 119.

SMEAD MANUFACTURING COMPANY, Hastings, Minn.—Bandless filing envelopes, February, p. 106; April, p. 123; May, p. 121; June, p. 103; July, p. 42; August, p. 40; September, p. 28; October, p. 99; November, p. 20.

TENSION ENVELOPE COMPANY, Inc., New York, N. Y.—Tension envelopes, including open-end, double metal-clasp and metal-flap envelopes, January, p. 8; February, p. 8; March, p. 8; April, p. 8; May, inside back cover; June, inside back cover; July, inside back cover; August, p. 8; September, inside back cover; October, inside back cover; November, p. 136.

Envelope Sealers.

ACORN BRASS MANUFACTURING COMPANY, Chicago, Ill.—Acorn-Thexton envelope sealers, January, p. 109; February, p. 135; March, p. 157; April, p. 151; May, p. 153; June, p. 135; July, p. 137; August, p. 135; September, p. 151; October, p. 225; November, p. 167.

COMMERCIAL SALES & MANUFACTURING COMPANY, Sandusky, O.—The Acme sealer, for stamps, envelopes, labels, etc.—, October, p. 156; November, p. 148.

RED SQUARE COMPANY, Inc., New York, N. Y.—Red Square envelope sealer, January, p. 38.

STANDARD ENVELOPE SEALER COMPANY, THE, Somerville, Mass.—The Standard envelope sealer, Model F, March, p. 41; April, p. 34; May, p. 145.

Erasers.

BEEGEE COMPANY, New York, N. Y.—Beegee calendar, clutch pencil, and Beegee Junior ink eraser, January, p. 109; February, p. 122; March, p. 143; April, p. 137; May, p. 143; June, p. 114; July, p. 111; August, p. 109; September, p. 163; October, p. 222; November, p. 142.

BLAISDELL PAPER PENCIL COMPANY, Philadelphia, Pa.—Blaisdell ink eraser, September, p. 81.

CRYSTAL MANUFACTURING COMPANY, THE, Syracuse, N. Y.—The Crystal ink eraser, January, p. 157; February, p. 135; March, p. 157; April, p. 151; May, p. 155; June, p. 141; July, p. 135; August, p. 143; September, p. 155; October, p. 217; November, p. 165.

O. K. MANUFACTURING COMPANY, Syracuse, N. Y.—Ries letter opener, "O. K." fasteners, and Sanitary Patent eraser, January, p. 31; March, p. 127; April, p. 23; May, p. 46; June, p. 117; July, p. 139; August, p. 123; September, p. 137; October, p. 215; November, p. 159.

RUSH-ERASER COMPANY, THE, Syracuse, N. Y.—Rush-Eraser window display device, January, p. 159; February, p. 137; March, p. 155. The Rush-Eraser, April, p. 149; May, p. 151; June, p. 101; July, p. 137; August, p. 135; September, p. 153; October, p. 221; November, p. 161.

STRANSKY MANUFACTURING COMPANY, New York, N. Y.—Magic ink erasers, January, p. 110; February, p. 117; March, p. 143; April, p. 137.

Eye Shades.

CHICAGO EYE SHIELD COMPANY, Chicago, Ill.—Eureka eye shade, January, p. 151; September, p. 163; October, p. 198; November, p. 144.

FEATHERWEIGHT EYE SHADE COMPANY, Merchantville, N. J.—Featherweight eye shade, January, p. 161; February, p. 139; March, p. 159; April, p. 153; May, p. 149; June, p. 142; July, p. 141; August, p. 147; September, p. 159; October, p. 225; November, p. 161.

Filing Cabinets—Metal.

ADAMS MANUFACTURING COMPANY, Philadelphia, Pa.—Sectional steel transfer files, June, p. 118.

ART METAL CONSTRUCTION COMPANY, Jamestown, N. Y.—Advantages of metal furniture, January, p. 119; February, p. 107; March, p. 29; April, p. 127; May, p. 135; June, p. 8; July, p. 35; August, p. 33; September, p. 103; October, p. 105; November, p. 113.

BERGER MANUFACTURING COMPANY, Canton, O.—Berger steel filing equipment, January, p. 154. Introduction of the new Berger "1300" line of steel vertical units, February, p. 24; March, p. 24; April, p. 26; May, p. 46; June, p. 28; August, p. 128; September, p. 140; October, p. 184; November, p. 12. Steel transfer units, July, p. 108.

FIREPROOF FURNITURE & CONSTRUCTION COMPANY, Miamisburg, O.—"Security" adjustable filing case work, made ready to set up in the office, January, p. 127; February, p. 113; March, p. 119; April, p. 17; June, p. 10; September, p. 105; November, p. 97. "Security" steel shelving, May, p. 17. "Security" Vertical- Plan safe, July, p. 12. Complete dealer line "Security" steel office furniture, October, pp. 152, 153.

GENERAL FIREPROOFING COMPANY, THE, Youngstown, O.—All-steel adjustable shelving, filing equipment, etc., January, p. 105; February, p. 27; March, p. 129; April, pp. 103, 104, 105, 106; May, p. 24; June, p. 12; July, p. 29; August, p. 29; September, p. 107; October, pp. 116, 117; November, pp. 84, 85.

GLOBE-WERNICKE COMPANY, THE, Cincinnati, O.—"7000" line of steel upright units, January, p. 103; February, p. 105; September, p. 87. "2000" line wood upright units, plate glass desk pad, No. 10 Globe perforator, No. 21 Globe adjustable perforator, March, p. 35; April, p. 24. Globe-Wernicke lines, October, pp. 203 to 214; November, pp. 120, 121.

HAMILTON MANUFACTURING COMPANY, THE, Two Rivers, Wis.—Hamilton steel cut cabinet No. 520, March, p. 120; May, p. 154. The Hamilton steel safe, April, p. 114; June, p. 29; July, p. 110; August, p. 119.

INVINCIBLE METAL FURNITURE COMPANY, Manitowoc, Wis.—The "Invincible" No. 5-"A" four-drawer upright, September, p. 161; October, p. 139; November, p. 68.

MEILINK MANUFACTURING COMPANY, THE, Toledo, O.—Meilink "Steelcraft" filing cabinets, March, p. 47; April, p. 33; May, p. 129; June, p. 17; July, p. 18; August, p. 17; November, p. 8. Meilink filing safes, September, p. 145; October, p. 220.

SAFE-CABINET COMPANY, Marietta, O.—The Safe-Cabinet, January, p. 36; February, p. 12; March, p. 12; April, p. 12; May, p. 10; June, p. 25; July, p. 36; August, p. 34; September, p. 84; October, p. 145; November, p. 74.

SHAW-WALKER COMPANY, Muskegon, Mich.—"Indestructum" steel letter files, January, p. 131; February, p. 103; March, p. 133; April, p. 113; May, p. 137; June, p. 15; July, p. 113; August, p. 117; September, p. 111; October, p. 111; November, p. 115. Shaw-Walker card guides, January, p. 139. Shaw-Walker "Out Guide" system, February, p. 139. Shaw-Walker sectional letter basket, March, p. 135. Shaw-Walker, speed tab folders, April, p. 135. Shaw-Walker, ledger cards, May, p. 148.

TERRELL'S EQUIPMENT COMPANY, Grand Rapids, Mich.—Steel bookcases for office and home, January, p. 100; February, p. 104; March, p. 143. Terrell's steel cupboards, April, p. 137; May, p. 143; June, p. 26; July, p. 106; August, p. 115; September, p. 120; October, p. 178; November, p. 140.

VAN DORN IRONWORKS COMPANY, THE, Cleveland, O.—"Van Dorn Built" metal office files and office furniture, January, p. 99; February, p. 7; March, p. 7; April, p. 14; May, p. 7; July, p. 7; August, p. 7.

WATSON MANUFACTURING COMPANY, Jamestown, N. Y.—Metal filing cases, made-to-order special steel furniture equipments for banks, offices, etc., October, p. 146.

YAWMAN & ERBE MANUFACTURING COMPANY, Rochester, N. Y.—"Y and E" direct name system of filing correspondence; also Shannon Lock-Arch, January, pp. 33 and 137. "Y and E" Everlasting index tabs, "Y and E" indicators, February, p. 141. "Y and E" steel filing cabinets, March, p. 45; April, p. 37; May, p. 28; June, p. 27; August, p. 16. Transfer cases, July, p. 16. "Y and E" card index supplies, September, p. 22. Announcement of new line of "Y and E" Efficiency desks, October, p. 161. Shannon supplies, November, p. 18.

Filing Cabinets—Wood.

AUTOMATIC FILE & INDEX COMPANY, THE, Green Bay, Wis.—Automatic expanding file drawer, filing cabinets, flat-top desks, transfer cases, filing specialties, filing and card index supplies, March, p. 141; April, p. 139; May, p. 141; June, p. 26; July, p. 135; August, p. 126; September, p. 120, October, p. 172; November, p. 151.

BROWNE-MORSE COMPANY, Muskegon, Mich.—"Quality" filing cabinets and business systems, January, p. 29; September, p. 82; October, p. 164. The "Desk with Brains," February, p. 36; March, p. 130; April, p. 120; May, p. 26; June, p. 11; August, p. 110. The new "Tub" ledger desk for posting cards, November, p. 72.

GLOBE-WERNICKE COMPANY—(See Filing Cabinets—Steel).

IMPERIAL METHODS COMPANY, Chicago, Ill.—Desk specialties, including covered trays, open trays, etc., for cards, January, p. 164; June, p. 13; July, p. 30; August, p. 26; November, p. 170. New white enamel recipe outfit, February, p. 142; October, p. 230. Stenographers' stationery rack, March, p. 162. Letter desk trays, April, p. 156. Imperial index guides and cards, September, p. 164.

MACEY COMPANY, THE, Grand Rapids, Mich.—Metal filing cabinets, January, p. 94. Macey Tuscan filing appliances, made of wood, March, p. 114; May, p. 117; June, p. 29; September, p. 88; October, p. 90; November, p. 76.

WABASH CABINET COMPANY, THE, Wabash, Ind.—"Junior" and other units for filing cabinets, January, p. 153; February, p. 34; March, p. 48; April, p. 119; May, p. 132; June, p. 24; November, p. 141. Pressboard and celluloided guides and alphabets, July, p. 33; August, p. 12. Folders, September, p. 129; October, p. 201.

WAGEMAKER COMPANY, Grand Rapids, Mich.—Duplex system of filing correspondence and other documents; also upright filing cabinets, Wagemaker desks, Standard line and Duplex line of filing combinations, January, pp. 107, 108; March, p. 44; October, p. 191; November, p. 131.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—Sectional bookcases, dustproof; filing desks, Utility typewriter tables, attachable desk stands, sectional display cases, music room furniture, January, pp. 19, 20, 21, 22; February, pp. 19, 20, 21, 22; March, pp. 19, 20, 21, 22; April, pp. 19, 20, 21, 22; May, pp. 19, 20, 21, 22; June, pp. 19, 20, 21, 22; July, pp. 19, 20, 21, 22; August, pp. 19, 20, 21, 22; September, pp. 93, 94, 95, 96; October, pp. 133, 134, 135, 136; November, pp. 101, 102, 103, 104.

YAWMAN & ERBE MANUFACTURING COMPANY—(See Filing Cabinets—Steel).

Filing Devices.

AMERICAN CLIP COMPANY, New York, N. Y.—Porto Clip file and Acco fastener, January, p. 163; February, p. 127; March and September, p. 151; May, p. 159; June, p. 141; July, p. 143; August, p. 149; October, p. 225; November, p. 165. The Acco Steno book holder, April, p. 111.

BUSHNELL COMPANY, ALVAH—(See Envelopes).

YAWMAN & ERBE MANUFACTURING COMPANY—(See Filing Cabinets—Metal).

Finger Pads.

DAVOL RUBBER COMPANY, Providence, R. I.—Marsh hygienic rubber finger pads, January, p. 114; February, p. 124; March, p. 137; April, p. 132; May, p. 136; June, p. 116; July, p. 124; August, p. 130; September, p. 142; October, p. 224; November, p. 157.

INSTITUTE MANUFACTURING COMPANY, Akron, O.—Finger tip and nail protectors, August, p. 132.

Fountain Pens.

BEAUMEL & CO., INC., D. W., New York, N. Y.—Three styles of Rival fountain pens, including the new Rival self-filler, January, p. 146; February, p. 118; March, p. 152; April, p. 146; May, p. 124; June, p. 120; July, p. 122; August, p. 148; September, p. 156; October, p. 224; November, p. 166.

CONKLIN PEN MANUFACTURING COMPANY, THE, Toledo, O.—Conklin's self-filling fountain pen, August, p. 25; September, p. 21; October, p. 115; November, p. 75.

SHEAFFER PEN COMPANY, W. A., Fort Madison, Ia.—The Sheaffer self-filling fountain pen, January, p. 97.

TOWER MANUFACTURING & NOVELTY COMPANY, New York, N. Y.—The "Bird-Bill" pen, September, p. 163; October, p. 183; November, p. 149.

Glass Desk Pads.

CHICAGO MIRROR & ART GLASS COMPANY, Chicago, Ill.—Chicago glass desk pad, January, p. 157; February, p. 135; March, p. 157; April, p. 151; May, p. 155; June, p. 135; July, p. 143; August, p. 149; September, p. 149; October, p. 221; November, p. 163.

FOX, GEORGE E. COMPANY—(See Chair Pads).

RAVENSWOOD OFFICE SPECIALTIES COMPANY, Chicago, Ill.—"Rosco" glass desk pad, January, p. 135; February, p. 131; March, p. 155; April, p. 149; May, p. 153; June, p. 133; July, p. 137; August, p. 143; September, p. 155; October, p. 217; November, p. 165.

Gold Pens.

ACME GOLD PEN COMPANY, New York, N. Y.—Gold pens, January, page 161; February, p. 138; March, p. 135; April, p. 135; May, p. 149; June, p. 137; July, p. 139; August, p. 145; September, p. 157; October, p. 227; November, p. 167.

GAYDOUL, GEORGE P., New York, N. Y.—Gold pens, January, p 151; February, p. 139; March, p. 159; April, p. 153; May, p. 139; June, p. 142; July, p. 141; August, p. 128; September, p. 160; October, p. 196; November, p. 148.

In and Out Boards.

BARNES COMPANY, WALTER F., New York, N. Y.—In and out boards, January, p. 163; February, p. 132.

Index Guides.

BOSTON INDEX CARD COMPANY, Boston, Mass.—"Quality" index cards and filing supplies, January, p. 120; February, p. 106; March, p. 154; April, p. 148; May, p. 142; June, p. 140; July, p. 142; August, p. 122; September, p. 134; October, p. 125; November, p. 134.

HUB MANUFACTURING COMPANY, J. C., Cleveland, O.—The Hub-O solid celluloid tab guide card, January, p. 145; February, p. 35; March, p. 44; April, p. 115; May, p. 129; June, p. 131; July, p. 119; August, p. 129; September, p. 141; October, p. 195; November, p. 147.

SIMONSON & CO., R. A., Chicago, Ill.—Patent metal tip guides for vertical letter files, etc., January, p. 102; February, p. 122; March, p. 140; April, p. 126; May, p. 144; June, p. 130; July, p. 132; August, p. 138; September, p. 138; October, p. 196; November, p. 160.

STANDARD INDEX CARD COMPANY, Philadelphia, Pa.—Celluloid-tipped guides, August, p. 142; September, p. 160; October, p. 190; November, p. 150.

Inks, Adhesives, Etc.

CARTER'S INK COMPANY, THE, Boston, Mass.—Carter's typewriter ribbons and carbon papers, January, p. 141; February, p. 125; March, p. 125; April, p. 99; May, p. 32; June, p. 125; July, p. 127; August, p. 137; November, p. 143. Cico paste, September, p. 147; October, p. 185.

DAVIDS COMPANY, THADDEUS, New York, N. Y.—Davids' electro-chemical writing fluid, January, p. 117; February, p. 114; March, p. 26; April, p. 131; May, p. 141. Inks and adhesives, October, p. 113; November, inside back cover.

DIAMOND INK COMPANY, THE, Milwaukee, Wis.—"Stickine," a liquid paste, August, inside back cover; September, p. 117; October, p. 118.

HIGGINS & CO., CHARLES M., Brooklyn, N. Y.—Drawing inks, writing inks, embossing inks, adhesives, etc., January, p. 102; February, p. 122; March, p. 143; April, p. 137; May, p. 143; June, p. 97; July, p. 130; August, p. 130; September, p. 142; October, p. 226; November, p. 152.

UNDERWOOD & CO., JOHN, New York, N. Y.—Underwood's Everlasting bank ink, April, p. 133; May, p. 161; June, p. 136; July, p. 138, August, p. 144; September, p. 136; October, p. 182; November, p. 132.

Inkstands.

GENERAL ECLIPSE COMPANY, THE, Danielson, Conn.—Eclipse Pneumatic inkwell, January, p. 124; February, p. 121; March, p. 23; September, p. 128; November, p. 140. Eclipse ink tablets, October, p. 150.

SENGBUSCH SELF-CLOSING INKSTAND COMPANY, Milwaukee, Wis.—Sengbusch self-closing inkstands and instand sets, January, p. 142; February, p. 10; March, p. 10; April, p. 10; May, p. 146; June, p. 128; July, p. 34; August, p. 32; September, p. 119; October, p. 120; November, p. 87.

Letter Distributors.

BAILEY MANUFACTURING COMPANY, THE, Minneapolis, Minn.—The new "Efficient" mail distributor, for the rapid and convenient distribution of mail, September, p. 144; October, p. 202; November, p. 160.

BARBEE WIRE & IRON WORKS, Chicago, Ill.—Acme "Build-Up" trays, November, p. 122.

BRISTOW, FREDERICK, Newark, N. J.—Bristow Radial Distributor, Model 8, January, p. 120; February, p. 111; March, p. 146; April, p. 130; May, p. 161; June, p. 132; July, p. 134; August, p. 142; September, p. 158; October, p. 226; November, p. 164.

Letter Openers.

LIGHTNING LETTER OPENER COMPANY, Rochester, N. Y.—New model hand-power letter opener, October, p. 178.

Loose Leaf.

BARRETT BINDERY COMPANY, Chicago, Ill.—Screws and sleeves for binders, January and November, p. 163; February, p. 123; May, p. 155; August, p. 143. Eyelets, March and June, p. 137; September, p. 151. Barrett Congressional binder, April, p. 151; July, p. 131; October, p. 225.

BOORUM & PEASE LOOSE-LEAF BOOK COMPANY, New York, N. Y.—"B&P" Universal punch press for punching sheets or standard binders, January, p. 128; February, p. 104; March, p. 147; April, p. 102; June, p. 136; July, p. 138; August, p. 144; September, p. 129; October, p. 180; November, p. 130. Standard ring books with Booster levers, May, p. 29.

CHICAGO BINDER & FILE COMPANY, Chicago, Ill.—Center Push-Button lock binder, Non-Protruding post binder and "Perfect" self-indexing ledger, January, p. 113; February, p. 115. "Perfect" ring binder, March, p. 141; May, p. 47.

HEINN COMPANY, THE, Milwaukee, Wis.—Badger ring book, November, p. 139.

IRVING-PITT MANUFACTURING COMPANY, Kansas City, Mo.—Irving-Pitt loose-leaf devices, February, p. 95; April, p. 28; May, p. 31; June, p. 113; July, p. 38; August, p. 24; September, p. 20; October, p. 159; November, p. 69.

KALAMAZOO LOOSE-LEAF BINDER COMPANY, Kalamazoo, Mich.—Loose-leaf ledger, including many valuable features, such as great expansion, versatility, flexibility, rapid opening device, auto-step index, etc., January, pp. 24, 25; February, inside back cover. Kalamazoo loose-leaf binder, March, inside back cover; April, inside back cover; May, p. 33; June, inside back cover; July, inside back cover. Kalamazoo Style "C" posting outfit, August, inside back cover; September, p. 114; October, p. 100; November, p. 93.

M'MILLAN BOOK COMPANY, Syracuse, N. Y.—McM. push-button binder, January, p. 163; February, p. 123; March, p. 145; April, p. 139; May, p. 47; June, p. 123; July, p. 125; August, p. 123; September, p. 135; October, p. 177; November, p. 153.

NATIONAL BLANK BOOK COMPANY, Holyoke, Mass.—Desk blotters, memorandum books and the "Saxon" section post binder, January, p. 27. National Simplex loose-leaf price book, nine stock rulings; this is a high-grade pocket or desk memo, with rulings according to the requirements of the user; February, p. 37. National separate-leaf post books, March, p. 49. National Simplex notebook covers and fillers, and National printed cash books, April, p. 27; October, p. 129. Royal loose-leaf ledger and National Holyoke ledger, September, p. 99. Petite and Hampden loose-leaf ledgers, November, p. 95.

PLEW & MOTTER COMPANY THE, Chicago, Ill.—Plew & Motter loose-leaf devices, January, p. 147; May, p. 35; June, p. 125; July, p. 119; October, p. 193; November, p. 133. Screw-back, spring-back and ball-bearing "Yankee Automatic" types of loose-leaf ledgers, February, p. 34; March, p. 38; April, p. 97; August, p. 131; September, p. 112.

PROUDFIT LOOSE-LEAF COMPANY, THE, Grand Rapids, Mich.—The Proudfit system of loose-leaf devices, with special reference to loose-leaf catalogues, January, p. 129; July, p. 135. Proudfit catalogue binder, a holder for conveniently carrying large books, February, p. 35; March, p. 139; April, p. 121; May, p. 37; June, p. 106. Three new Proudfit devices—"Tom Thumb" binders, "G. E." catalogue binder and "R. A." for use as a permanent-file cheap catalogue binder, etc., October, p. 106.

ROCKHILL & VIETOR, New York, N. Y.—"F-B" loose-leaf holder, June, p. 135; July, p. 108; August, p. 127; September, p. 124; October, p. 218; November, p. 149.

SCOTT-COPPAGE COMPANY, THE, New York, N. Y.—The "S-C Efficiency" ledger, keyless operation, March, p. 153; September, p. 143; October, p. 185. "S-C" daily balance expense book, July, p. 134; August, p. 138; October, p. 192; November, p. 158.

SHEPPARD COMPANY, THE C. E., New York, N. Y.—Regal loose-leaf ledgers and outfits, January, p. 156; February, p. 26; March, p. 131; April, p. 152; May, p. 41; June, p. 119. New "Top Lock" binder, July, p. 25; August, p. 35; September, p. 117. Cesco loose-leaf line, October, p. 219; November, p. 81.

STATIONERS LOOSE-LEAF COMPANY, New York, N. Y.—The "Faultless" line of loose-leaf devices, January, p. 42; March, p. 39; May, p. 39; July, p. 31; September, p. 27; October, p. 169; November, p. 137.

TATUM COMPANY, SAMUEL C., Cincinnati, O.—"Regent" loose-leaf ledger, January, p. 32; May, p. 43. "Tatum" round cornering machine, February, p. 14; March, p. 14; April, p. 14. "Tatum" folding typewriter stand, June, p. 26; July, p. 128; August, p. 134. The "Nash-Wem," a new machine for making window envelopes, September, p. 90. 1916 calendars, November, p. 157.

TENACITY MANUFACTURING COMPANY, THE, Reading, Cincinnati, O.—New Tenacity ring binders and metals, January, p. 133; February, p. 136; March, p. 156; April, p. 150. C. L. current ledger, May, p. 45; June, p. 114; August, p. 136.

TENGWALL COMPANY OF ILLINOIS, Chicago, Ill.—Tengwall files, January, p. 161; February, p. 139; March, p. 159; April, p. 153; May, p. 157; June, p. 142; July, p. 141; August, p. 147; September, p. 142; October, p. 202; November, p. 154.

TRUSSELL MANUFACTURING COMPANY, New York, N. Y.—Triple-ring memo books, January, p. 130; February, p. 126; March, p. 28; April, p. 155; May, p. 47; June, p. 127; July, p. 129; August, p. 119; September, p. 122; October, p. 216; November, p. 156.

VAN BUREN BROS., Chicago, Ill.—Spring-clamp notebook and binders, also Van Buren loose-leaf holders, January, p. 110; February, p. 116; March, p. 144; April, p. 132; May, p. 144.

WILSON-JONES LOOSE-LEAF COMPANY, Chicago, Ill.—De Luxe ring book with oval wire rings, January, p. 121; March, p. 50; May, p. 48. De Luxe line of binders and supplies for Burroughs posting machines, February, p. 38. De Luxe tray binders for machine bookkeeping and solid-edge Pubreco Fibroloid index tabs, June, p. 36; July, p. 40; August, p. 38; November, p. 89. "De Luxe" line of loose-leaf devices and systems, October, pp. 186, 187.

Mailing Devices.

IDEAL BOOK MAILING CORNER COMPANY, Worcester, Mass.—Metal corners for books by mail, August, p. 149; September, p. 155; October, p. 227; November, p. 167.

PENCE MAILING MACHINE COMPANY, Minneapolis, Minn.—First announcement of Pence mailing machine, January, p. 125; March, p. 18; April, p. 140; May, p. 127; June, p. 138; July, p. 140; August, p. 146.

Mailing Lists.

ROSS-GOULD, St. Louis, Mo.—Mailing lists, January, p. 161; February, p. 138; March, p. 153; April, p. 153; May, p. 159; June, p. 141.

Manufacturing Under Contract.

COLUMBIA TYPEWRITER MANUFACTURING COMPANY, THE, New York, N. Y.—Fine machinery manufactured for the trade, January, p. 160; February, p. 130.

NELSON TOOL COMPANY, Inc., New York, N. Y.—Machines made for the trade, January, p. 161; February, p. 139; March, p. 159; April, p. 153; May, p. 159.

TAFT-PIERCE MANUFACTURING COMPANY, Woonsocket, R. I.—Manufacturers for the trade, January, p. 144; February, p. 122; March, p. 141; April, p. 136; May, p. 136, June, p. 116; July, p. 124; August, p. 130; September, p. 138; October, p. 222; November, p. 148.

Memo Books and Devices.

MERCHANTS' SERVICE COMPANY, Dayton, O.—The Ever-Ready pocket memo pad, November, p. 152.

POLAR MANUFACTURING COMPANY, Philadelphia, Pa.—The Polar glass desk pad, September, p. 147. The Polar center desk drawer tray, October, p. 180. Paperweight and memorandum pad, November, p. 134.

Metal Preservative.

COROL SALES COMPANY, Chicago, Ill.—Corol anti-rust compound, January, p. 161; February, p. 139; March, p. 159; April, p. 135; May, p. 149.

Miscellaneous Office Furniture.

JAMESTOWN LOUNGE COMPANY, Jamestown, N. Y.—Lounges and furniture for the office, January, p. 96; February, p. 93; March, p. 131.

Monogram and Die Presses.

OSCO MACHINE COMPANY, Boston, Mass.—Osco Die Press and Osco Monogram Press, September, p. 155; October, p. 227; November, p. 167.

Paper.

BROWN PAPER COMPANY, L. L., Adams, Mass.—Brown's linen ledger paper, January, p. 148; February, p. 110; March, p. 34; April, p. 128; May, p. 12; June, p. 92; July, p. 28; August, p. 37; September, p. 80; October, p. 112; November, p. 96.

CRANE, Z. & W. M., Dalton, Mass.—Crane ladies' stationery, January, p. 136; February, p. 109; March, p. 128; April, p. 155; May, p. 47; June, p. 127; July, p. 129; August, p. 125; September, p. 136; October, p. 190; November, p. 114.

EATON, CRANE & PIKE COMPANY, Pittsfield, Mass.—Berkshire typewriter papers, January, p. 30; May, p. 128; June, p. 110; July, p. 36; August, p. 120; September, p. 98; October, p. 128. All-linen and Japanese linen typewriter paper, February, p. 12. Berkshire typewriter paper tablets, November, p. 67.

ELSINORE PAPER COMPANY, New York, N. Y.—Elsinore typewriter papers, index cards, guide cards, manifold paper, folders, etc., September, p. 159; October, p. 225; November, p. 161.

HAMPSHIRE PAPER COMPANY, South Hadley Falls, Mass.—Old Hampshire bond paper, January, p. 143; February, p. 96; March, p. 122; April, p. 118; May, p. 123; June, p. 93; July, p. 105; August, p. 114; September, p. 116. Old Hampshire vellum, October, p. 123; November, p. 80.

RISING PAPER COMPANY, B. D., Housatonic, Mass.—Reference linen ledger, for loose-leaf ledgers, blank books, etc., May, p. 41.

WESTON COMPANY, BYRON, Dalton, Mass.—Flexo hinged ledger paper, May, p. 45; September, p. 126; October, p. 218. Byron Weston linen record paper, November, p. 149.

Paper Fasteners and Clips.

BLACKHALL COMPANY, THE, Buffalo, N. Y.—Clinch paper clips, January, p. 160; February, p. 118; March, p. 152; May, p. 138; June, p. 122; July, p. 124; August, p. 130; September, p. 118; October, p. 198; November, p. 148.

BUFFALO AUTOMATIC MANUFACTURING COMPANY, Buffalo, N. Y.—Climax square-top paper clips, September, p. 157; October, p. 227; November, p. 167.

CLIPLESS PAPER FASTENER COMPANY, Newton, Ia.—Hand and stand clipless paper fasteners, February, p. 14; March, p. 14. Pneumatic fountain ink well, April, p. 117; May, p. 8; June, p. 117.

CUSHMAN & DENISON MANUFACTURING COMPANY, New York, N. Y.—"Reliance" time stamps, January, p. 141; February, p. 115. "Capitol" library sets, March, p. 38. "Ideal" paper clamps, April, p. 119; November, p. 159. The "Peerless" inkstands, May, p. 35. "Cado" brand "L. E. B." binder clip, June, p. 125; July, p. 127; September, p. 125; October, p. 189. The "S. & P." check perforator, August, p. 36.

EASY FASTENER COMPANY, Atlanta, Ga.—Easy fasteners, January, p. 146; February, p. 132; March, p. 146; April, p. 134; May, p. 140; June, p. 116; July, p. 130; August, p. 136; September, p. 148; October, p. 202; November, p. 154.

GESSLER, INC., MAX, Milwaukee, Wis.—Cliplox paper fastener, January, p. 114; February, p. 126; March, p. 147; April, p. 155; May, p. 132; June, p. 134; July, p. 136; August, p. 121; September, p. 152; October, p. 172; November, p. 132.

MACHINE APPLIANCE CORPORATION, THE, Brooklyn, N. Y.—The Ajax paper eyelet fastener, November, p. 107.

O. K. MULTIGRAPHING COMPANY, Philadelphia, Pa.—Attachments for multigraph machine, February, p. 132; March, p. 138; April, p. 132; May, p. 153.

Pen and Pencil Clips.

ANSONIA NOVELTY COMPANY, THE, Ansonia, Conn.—"Anco" pen and pencil clip, January, p. 161; February, p. 139; March, p. 135; April, p. 135; May, p. 139; June, p. 132; July, p. 130; August, p. 136; September, p. 142; October, p. 192; November, p. 160.

ARGUS MANUFACTURING COMPANY, Chicago, Ill.—"Up-to-Date" pencil and fountain pen clasp, November, p. 148.

VAN VALKENBURG, L. D., Holyoke, Mass.—"Faultless" pen and pencil clips, January, p. 151; February, p. 138; March, p. 159; April, p. 153; May, p. 159; June, p. 142; July, p. 141; August, p. 147; September, p. 159; October, p. 225; November, p. 152.

Pen Extractors.

KOHLHAAS COMPANY, THE, Chicago, Ill.—Device for changing pens without soiling the fingers, October, p. 229; November, p. 154.

Pencil Sharpeners.

AUTOMATIC PENCIL SHARPENER COMPANY, Chicago, Ill.—The Chicago pencil sharpener, October, p. 130; November, p. 88.

BALLOU MANUFACTURING CORPORATION, THE, New York, N. Y.—The Ballou pencil pointer, January, p. 106; February, p. 36; March, p. 16.

BOSTON SPECIALTY CORPORATION, New York, N. Y.—Dollar Boston pencil pointer, October, p. 182.

SEARIGHT MANUFACTURING COMPANY, THE, Detroit, Mich.—The See-Rite pencil pointer, March, p. 115; April, p. 138; May, p. 126.

TRAUT & HINE MANUFACTURING COMPANY, New Britain, Conn.—The Kon Kave Kut pencil sharpener, November, p. 117.

Pencils.

AMERICAN LEAD PENCIL COMPANY, New York, N. Y.—Pencils, rubber bands, erasers, October, p. 144.

DIXON CRUCIBLE COMPANY, JOSEPH, Jersey City, N. J.—Dixon's Eldorado drawing pencil, July p. 106. Dixon's Cabinet pencils, August, p. 127; September, p. 153. Five Dixon pencils, also Dixon Dust-proof Eraser assortment, October, pp. 107, 158; November, p. 118.

FABER, EBERHARD, New York, N. Y.—"Van Dyke" drawing pencils and Eberhard Faber pencils, January, p. 28; February, p. 30; October, p. 131. Two new lead pencil assortments in display boxes—Caravan and Steeplechase, March, p. 126. Eberhard Faber Magazine pencils, April, p. 101; May, p. 145; June, p. 127; July, p. 129; August, p. 125; September, p. 137. Eberhard Faber No. 24 penholder assortment, November, p. 155.

KEERAN & CO., Bloomington, Ill.—Ever-Sharp pencil, January, p. 139; February, p. 133; March, p. 30; April, p. 30; May, p. 133; August, p. 133; September, p. 125; October, p. 168; November, p. 169.

Pens.

ESTERBROOK STEEL PEN COMPANY, Camden, N. J.—Esterbrook pens, July, p. 37; August, p. 141; September, p. 91; October, p. 119; November, p. 83.

Picture Hooks.

MOORE PUSH-PIN COMPANY, Philadelphia, Pa.—Moore Push-pins and Moore Push-less hangers, May, p. 143; June, p. 114; September, p. 160; October, p. 198; November, p. 166.

Pins.

CRESCENT BRASS & PIN COMPANY, Detroit, Mich.—Bank pins, cushion pins and pyramid pins, January, p. 98; February, p. 130; March, p. 154; April, p. 148; May, p. 161; June, p. 126; July, p. 116; August, p. 115; September, p. 97; October, p. 194; November, p. 106.

Playing Cards.

UNITED STATES PLAYING CARD COMPANY, THE, Cincinnati, O.—Playing cards, poker chips, card dominoes and educational games, September, p. 135; October, p. 177; November, p. 153.

Portfolios.

CLEVELAND LEATHER GOODS COMPANY, Cleveland, O.—"Handy Portfolio," January, p. 114; February, p. 124; March, p. 140; April, p. 136; May, p. 143; June, p. 132; July, p. 132; August, p. 140; September, p. 146; October, p. 190; November, p. 146.

Postal Scales.

PELOUZE MANUFACTURING COMPANY, Chicago, Ill.—Pelouze "Standard" postal scale with adjustable beam and interchangable dial, January, p. 109; February, p. 123; March, p. 145; April, p. 139; May, p. 145; June, p. 127; July, p. 129; August, p. 127; September, p. 153; October, p. 183; November, p. 149.

TRINER SCALE & MFG. COMPANY, Chicago, Ill.—Triner "All-steel" postal scales, January, p. 135; February, p. 131; March, p. 151; April, p. 145; May, p. 151; June, p. 121; July, p. 131; August, p. 135; September, p. 155; October, p. 193; November, p. 165.

Rebuilt Office Machinery.

CHICAGO SAFE & MERCHANDISE COMPANY, Chicago, Ill.—Second hand Multigraphs, office devices, etc., January, p. 161; February, p. 139; March, p. 135; April, p. 153; May, p. 157; June, p. 141; July, p. 143; August, p. 149; September, p. 155; October, p. 223; November, p. 163.

Ribbons and Carbons.

AULT & WIBORG COMPANY, Cincinnati, O.—A. & W. brand carbon papers and typewriter ribbons, January, p. 14; February, p. 112; March, p. 46; April, p. 166; May, p. 120; June, p. 105; July, p. 34; August, p. 32; September, p. 104; October, p. 121. Gloria brand carbon paper, November, p. 112.

BUCKEYE RIBBON & CARBON COMPANY, THE, Cleveland, O.—"Bucki" Supreme typewriter ribbons and carbon paper, January, p. 145; February, p. 119; March, p. 30; April, p. 30; May, p. 35; June, p. 144; July, p. 117; August, p. 56; September, p. 123; November, p. 128.

CANODE & HUNT MANUFACTURING COMPANY, Chicago, Ill.—A line of typewriter ribbons, January, p. 161; February, p. 138; March, p. 159; April, p. 153; May, p. 159; June, p. 141; July, p. 143; August, p. 149; September, p. 155; October, p. 223; November, p. 163.

CARTER'S INK COMPANY, THE (See Inks and Adhesives.)

COLUMBIA RIBBON & CARBON MANUFACTURING COMPANY, New York, N. Y.—"Silk Gauze" carbon paper and typewriter ribbons, January, p. 155; February, p. 133; March, p. 32; April, p. 32; May, p. 42; June, p. 129; July, p. 121; August, p. 133; September, p. 127; October, p. 201; November, p. 133.

CROWN RIBBON & CARBON MANUFACTURING COMPANY, Rochester, N. Y.—Crown, Globe and Pioneer typewriter ribbons and carbon paper, January, p. 98; February, p. 136; March, p. 147; April, p. 133; May, p. 152; June, p. 134; July, p. 136; August, p. 123. Crown Brand Papier De Luxe, September, p. 139; October, p. 194; November, p. 146.

DALTON & CO., ERNEST, San Francisco, Cal.—"St. Francis" and "Golden West" lines of ribbons and carbons, January, p. 112; February, p. 116; March, p. 115; April, p. 138.

INTERNATIONAL CARBON PAPER COMPANY, New York, N. Y.—"World" and "Tuxedo" ribbons and carbons, January, p. 116; February, p. 134; March, p. 150; April, p. 144; May, p. 156; June, p. 138; July, p. 140; August, p. 146; September, p. 97; October, p. 188; November, p. 126.

KEYSTONE CARBON PAPER MANUFACTURING COMPANY, New York, N. Y.—Keystone carbons and Amity ribbons, January, p. 146; February, p. 132; March, p. 138; April, p. 130; May, p. 132; June, p. 116.

MANIFOLD SUPPLIES COMPANY, Brooklyn, N. Y.—Panama carbon papers, January, p. 95; February, p. 93; March, p. 113; April, p. 95; May, p. 117; June, p. 93; July, p. 105; August, p. 107; September, p. 79; October, p. 91; November, p. 67.

MERCURY COMPANY, THE, Rochester, N. Y.—Mercury brand of carbon papers and typewriter ribbons, January, p. 135; February, p. 131; March, p. 155; April, p. 149; May, p. 153; June, p. 137; July, p. 139; August, p. 145; September, p. 135; October, p. 166; November, p. 130.

MILLER-BRYANT-PIERCE COMPANY, Aurora, Ill.—Typewriter ribbons and carbon paper, November, p. 91.

MITTAG & VOLGER, INC., Park Ridge, N. J.—Carbon papers and typewriter ribbons, January, p. 93; February, p. 91; March, p. 111; April, p. 93; May, p. 115; June, p. 91; July, p. 103; August, p. 105; September, p. 77; October, p. 89; November, p. 65.

NATIONAL RIBBON & CARBON COMPANY, THE, Cleveland, O.—La France brand typewriter ribbons and carbon paper, September, p. 157; October, p. 221; November, p. 143.

NEIDICH PROCESS COMPANY, Burlington, N. J.—Neidich Process carbon papers and typewriter ribbons, January, p. 126; February, p. 94; March, p. 132; April, p. 100; May, p. 118; June, p. 96; July, p. 112; August, p. 118; September, p. 100; October, p. 140; November, p. 86.

REPUBLIC-DODGE MANUFACTURING COMPANY, Brooklyn, N. Y.—"Durabul" typewriter ribbons, January, p. 132; February, p. 28; March, p. 28; April, p. 155; May, p. 143; June, p. 108; July, p. 155; August, p. 121; September, p. 152; October, p. 174; November, p. 124.

STANDARD CARBON & RIBBON COMPANY, New York, N. Y.—"Trinity" carbons and ribbons, January, p. 111; February, p. 111; March, p. 148; April, p. 142; May, p. 140; June, p. 124; July, p. 118; August, p. 128; September, p. 148; October, p. 222; November, p. 106.

TRANSFER PRODUCTS COMPANY, NEW YORK, N. Y.—Transco carbon paper products, January, p. 17.

UNION RIBBON & CARBON COMPANY, Philadelphia, Pa.—"Summit," "Apex" and "Cyclo" typewriter ribbons and carbon papers, January, p. 134; February, p. 120; March, p. 144; April, p. 138; May, p. 144; June, p. 130; July, p. 126; August, p. 132; September, p. 144; October, p. 229; November, p. 116.

U. S. TYPEWRITER RIBBON MANUFACTURING COMPANY, Philadelphia, Pa.—Typewriter ribbons and carbon papers, January, p. 151; February, p. 129; March, p. 135; April, p. 135; May, p. 139; June, p. 121; July, p. 123; August, p. 131; September, p. 143; October, p. 199; November, p. 151

WEBSTER COMPANY, F. S., Boston, Mass.—MultiKopy carbon papers and Star brand typewriter ribbons, January, p. 123; February, p. 99; March, p. 123; April, p. 109; May, p. 125; June, p. 99; July, p. 109; August, p. 113; September, p. 109; October, p. 151; November, p. 73.

Rubber Bands.

FABER, EBERHARD—(See Pencils).

AMERICAN LEAD PENCIL COMPANY—(See Pencils).

Rubber Stamps.

MELIND COMPANY, LOUIS, Chicago, Ill.—Rubber stamps, stencils, seals, etc., January, p. 138; February, p. 124; March, p. 137; April, p. 138.

MEYER & WENTHE, Chicago, Ill.—Rubber and steel stamps, seals, stencils, badges, etc., January, p. 109; February, p. 123; March, p. 137; April, p., 145; May, p. 153; June, p. 133; July, p. 135; August, p. 143; September, p. 147; October, p. 227; November, p. 167.

Safes.

ART METAL CONSTRUCTION COMPANY—(See Filing Cabinets—Metal).

MEILINK MANUFACTURING COMPANY—(See Filing Cabinets—Metal).

SAFE CABINET COMPANY, THE—(See Filing Cabinets—Metal).

YAWMAN & ERBE MANUFACTURING COMPANY—(See Filing Cabinets—Metal).

Sanitary Moisteners.

IDEAL MOISTENER COMPANY, Findlay, O.—Ideal sanitary moistener, February, p. 131; March, p. 151; April, p. 145; June, p. 101; July, p. 123; August, p. 143; October, p. 221.

Sectional Book Cases.

FOREST CITY FURNITURE COMPANY, Rockford, Ill.—Forest City book cases, January, p. 116; February, p. 120.

Shears.

BRADLEY COMPANY, MILTON, Springfield, Mass.—Bradley card and paper cutters, April, p. 134; May, p. 140; June, p. 130; October, p. 185; November, p. 135.

GOLDING MANUFACTURING COMPANY, Franklin, Mass.—Golding shears, January, p. 161; February, p. 139; March, p. 159; April, p. 153; May, p. 139; June, p. 142; July, p. 141; August, p. 147; September, p. 159; October, p. 225; November, p. 161.

Show Cases.

DETROIT SHOW CASE COMPANY, Detroit, Mich.—The "Silent Salesman" display case, January, p. 138; February, p. 109; March, p. 136; April, p. 139; May, p. 150; June, p. 123; July, p. 125; August, p. 127; September, p. 124; October, p. 156; November, p. 116.

Signals.

GRAFF COMPANY, GEORGE B., Boston, Mass.—Graffco Vise signals for papers, cards, etc., also Graffco Index-Tabs, January, pp. 110 and 144; February, p. 97; March, p. 148; April, p. 142; May, p. 138; June, p. 124; August, p. 136; September, p. 148; October, p. 162; November, p. 162. Vise Clips, July, p. 130.

Signs.

MEYERCORD COMPANY, THE, Chicago, Ill.—Meyercord Decalcomania signs, September, p. 123; October, p. 195; November, p. 129.

Stamp Affixers.

MULTIPOST COMPANY, Rochester, N. Y.—Multipost stamp affixers, June, p. 109; July, p. 121.

POSTAMPER COMPANY, THE, Chicago, Ill.—The Postamper, a stamp affixer, April, p. 133.

WIZARD COMPANY, Boston, Mass.—Wizard stamp affixer, January, p. 115. Wizard label affixer, March, inside back cover; April, inside back cover; July, p. 116; August, p. 121; September, p. 154; October, p. 154; November, p. 118.

Stamp Pads and Ink.

FULLER INK COMPANY, Inc., Brockton, Mass.—Fuller's "Never-Smear" stamp pads and inks, October, p. 166.

Stands, Metal, for Office Machines.

ADJUSTABLE TABLE COMPANY, Grand Rapids, Mich.—"Satellite" adjustable stands for typewriters and adding machines, January, pp. 151 and 159; February, pp. 129 and 137; March, pp. 145, 157; April, pp. 145, 151; May, pp. 151, 157; June, pp. 141, 142; July, pp. 141, 143; August, pp. 147, 149; September, pp. 149, 159; October, pp. 223, 227; November, pp. 163, 167.

FOWLER-MANSON-SHERMAN CYCLE MANUFACTURING COMPANY, Chicago, Ill.—Ideal tubular stands, January, p. 155; February, p. 133; March, p. 38; April, p. 115; May, p. 129; June, p. 18; July, p. 133; August, p. 139; September, p. 145; October, p. 215; November, p. 131.

Stapling Machines.

ACME STAPLE COMPANY, Ltd., Camden, N. J.—Acme No. 1 binder, a hand-stapling device, January, p. 36; February, p. 92; March, p. 46; May, p. 44; June, p. 95; September, p. 18; October, p. 114. Acme "Sure Shot" binder, April, p. 108; August, p. 110. Midget binder, July, p. 26; November, p. 98.

Stationers' Specialties.

BROWN PATENTS COMPANY, THE, Petersburg, Va.—The "Lay-flat," a notebook for stenographers, March, p. 117.

DESKAID COMPANY, THE, New York, N. Y.—Deskaid, a desk novelty, January, p. 161; February, p. 139; March, p. 138.

EVER-READY ROLL LABEL COMPANY, New York, N. Y.—Courtesy labels, June, pp. 120, 124; September, p. 150; October, p. 217.

M'FADDIN COMPANY, H. G., New York, N. Y.—"Emeralite" desk lamp, January, p. 159; February, p. 137; March, p. 157; April, p. 151; May, p. 155; June, p. 137; July, p. 139; August, p. 135; September, p. 151; October, p. 223; November, p. 161.

MERCHANTS' LITHOGRAPHING COMPANY, Chicago, Ill.—Lithographed pictorial envelopes for advertising purposes, March, p. 142; April, p. 137.

NEW ERA MANUFACTURING COMPANY, New York, N. Y.—An announcement by, January, p. 128.

ROBINSON MANUFACTURING COMPANY, Westfield, Mass.—The Robinson Reminder, memo book with couponed pages, June, p. 135.

ROLLOSSON STATIONERY COMPANY, Lake Charles, La.—Davidson's bills receivable and payable record, February, p. 138.

RULE-WRITE PEN COMPANY, Lima, Ohio.—The Rule-Write pen for writing and ruling, May, p. 140; June, p. 124.

Stationery Cabinets.

GLOBE-WERNICKE COMPANY—(See Filing Cabinets—Metal).

IMPERIAL METHODS COMPANY—(See Filing Cabinets—Wood).

Stationery Files.

PARENTEAU & HIGGINS, Chicago, Ill.—The "Inadrawr" steel stationery file, September, p. 122; October, p. 160.

VIKING SALES COMPANY, Minneapolis, Minn.—"Viking" stationery files, males to fit into a desk drawer, September, p. 143; October, p. 147; November, p. 135.

Stationery, Embossed and Engraved.

AMERICAN EMBOSSING COMPANY, Buffalo, N. Y.—Wedding invitations and announcements, January, p. 116; February, p. 132; March, p. 162; April, p. 142; May, p. 124; June, p. 118; July, p. 134; August, p. 128; September, p. 165; October, p. 200; November, p. 160.

WIGGINS COMPANY, THE JOHN B., Chicago, Ill.—"Peerless" book form business and social cards, January, p. 135; February, p. 131; March, p. 155; April, p. 149; May, p. 157; June, p. 135; July, p. 124; August, p. 145; September, p. 157; October, p. 223; November, p. 167.

Stencil Machines.

IDEAL STENCIL MACHINE COMPANY, Belleville, Ill.—The Ideal stencil machine, January, p. 133; October, p. 189.

Tables.

STOW & DAVIS FURNITURE COMPANY, Grand Rapids, Mich.—Stow-Davis bank and office furniture, January, p. 147; February, p. 35; March, p. 139; April, p. 121; May, p. 32; June, p. 18; July, p. 117; August, p. 36; September, p. 129; October, p. 201; November, p. 145.

ST. JOHN'S TABLE COMPANY, Cadillac, Mich.—Announcement by, January, p. 113. St. John's office tables, March, p. 149; April, p. 143; May, p. 139; June, p. 23; July, p. 131; August, p. 137; September, p. 149; October, p. 199; November, p. 151.

Telephone Attachments.

AMERICAN ELECTRIC COMPANY, Chicago, Ill.—Burns brackets for notebooks, directories, dictionaries, etc., January, p. 93. Burns adjustable telephone brackets, February, p. 119; April, p. 99. Radio telephone arm, March, p. 48. Burns copyholder, May, p. 34; June, p. 129; July, p. 18; August, p. 18. New Burns Hi Lo adjustable telephone bracket, September, p. 14; October, p. 96; November, p. 82.

HOLTZER-CABOT ELECTRIC COMPANY, Roxbury, Boston, Mass.—"Equipoise" telephone arm, July, p. 128; August, p. 134; September, p. 146; October, p. 162; November, p. 114.

OWNLE MANUFACTURING COMPANY, Camden, N. J.—Ownle telephone bracket, April, p. 147; May, p. 36; June, p. 131. The Phonopoise telephone bracket, September, p. 127; October, p. 197.

SYNDICATE ADVERTISING COMPANY, Rochester, N. Y.—"Phone-Dex," an index for telephones, January, p. 161; February, p. 138; March, p. 159.

WESTERN ELECTRIC COMPANY, Chicago, Ill.—Western Electric adjustable telephone bracket, April, p. 34; May, p. 38; June, p. 133; July, p. 39; August, p. 35; September, p. 19.

Thumb Tacks.

HOGE, HAMPDEN, New York, N. Y.—The Stronghold Eyeleter, self-feeding, March, p. 142; April, p. 102. Thumb Tacks, May, p. 150; July, p. 115; August, p. 115; September, p. 138; October, p. 192; November, p. 146.

Time Recorders and Stamps.

FOLLETT TIME RECORDING COMPANY, New York, N. Y.—Follett's new model time stamp, January, p. 110; February, p. 120; March, 6. 138.

HOGGSON & CO., S. H., New York, N. Y.—Hoggson time stamps, April, p. 132.

JOSLIN MANUFACTURING COMPANY, A. D., Chicago, Ill.—Cosmo time stamps, January, p. 112; February, p. 117; March, p. 143; April, p. 137.

SOHM ELECTRIC CO., Chicago, Ill.—Time clocks and time stamps, June, p. 34.

Typewriter Cabinets.

BYRON TYPEWRITER CABINET COMPANY, Mount Clemens, Mich.—Byron typewriter desk, May, p. 38; June, p. 28; July, p. 115; August, p. 112; September, p. 126; October, p. 167; November, p. 124.

CELINA SPECIALTY COMPANY, Celina, O.—C-Line-A typewriter cabinets, January, p. 140.

HART MANUFACTURING COMPANY, Findlay, O.—Hart's dust-proof typewriter desks, January, p. 157; February, p. 135; September, p. 155; October, p. 221; November, p. 145.

IMPERIAL DESK COMPANY, Evansville, Ind.—Imperial typewriter desks, January, p. 153. Imperial typewriter desk No. 538, February, p. 101; March, p. 30; April, p. 30; May, p. 34; June, p. 101; July, p. 146; August, p. 152. A new Imperial roll-top desk, September, p. 89; October, p. 101; November, p. 131.

MARYSVILLE CABINET COMPANY, Marysville, O.—Marysville Drophead typewriter desks, January, p. 122; February, p. 109; March, p. 128.

QUIGLEY FURNITURE COMPANY, THE, Whitesboro, N. Y.—A typewriter cabinet for schools and business colleges, October, p. 173.

TOLEDO METAL FURNITURE COMPANY, THE, Toledo, O.—Uhl Art Steel typewriter cabinets, January, p. 149; February, p. 125; March, p. 153; April, p. 119; May, p. 32; June, p. 24; July, p. 18; August, p. 18; October, p. 189; November, p. 141.

WINNEBAGO FURNITURE COMPANY, Fond du Lac, Wis.—Winnebago typewriter desk, March, p. 44.

Typewriters, New.

BLICKENSDERFER MANUFACTURING COMPANY, THE, Stamford, Conn.—Blickensderfer typewriter, model No. 8, January, p. 155; February, p. 125; March, p. 32; April, p. 32; May, p. 42; June, p. 129; July, p. 133; August, p. 139; September, p. 145; October, p. 197; November, p. 169.

CORONA TYPEWRITER COMPANY, Inc., Groton, N. Y.—Corona

typewriter, January, p. 13; March, p. 16; May, p. 27; July, p. 23; August, p. 37; September, p. 24; October, p. 173; November, p. 127.

ELLIOTT-FISHER COMPANY—(See Bookkeeping Machines).

FOX TYPEWRITER COMPANY, Grand Rapids, Mich.—Fox typewriter, January, p. 95.

HAMMOND TYPEWRITER COMPANY, New York, N. Y.—New model Multiplex Hammond typewriter, changing instantly from one kind of type to another, or from one language to another, or substituting still other types or languages in ten seconds, January, p. 16; February, p. 108; March, p. 116; April, p. 129. The new improved Silent 1916 Multiplex, September, p. 7; October, p. 179; November, p. 7.

MONARCH TYPEWRITER—(See Remington).

OLIVER TYPEWRITER COMPANY, THE, Chicago, Ill.—The Oliver typewriter No. 7, January and February, outside back cover. Announcement of model No. 9 Oliver typewriter, March, April, May, June, July, August, September, October and November, outside back cover.

REMINGTON TYPEWRITER COMPANY, New York, N. Y.—Remington typewriters; Introduction of Remington Junior in 1914, January, p. 9; February, p. 9; March, p. 9; April, p. 9; May, p. 9. Improved Model 10 Remington, June, p. 31; July, p. 9; August, p. 9; October, p. 93; November, p. 9.

Monarch typewriter, January, p. 23; March, p. 15; May, p. 15; July, p. 15; September, p. 17; November, p. 15.

Smith Premier typewriter. Announcing the advantages of ball bearing type bars and ball bearing carriage truck. January, p. 28; February, p. 15; April, p. 15; June, p. 37; August, p. 15; October, p. 127.

REX TYPEWRITER COMPANY, Chicago, Ill.—The Rex Visible typewriter, September, p. 130; October, p. 122; November, p. 138.

ROYAL TYPEWRITER COMPANY, New York, N. Y.—New Royal typewriter, No. 10, January, p. 15; February, p. 13; March, p. 13; April, p. 13; May, p. 13; June, p. 35; July, p. 13; August, p. 13; September, p. 13; October, p. 103; November, p. 13.

SMITH & BROS. TYPEWRITER COMPANY, L. C., Syracuse, N. Y. —L. C. Smith & Bros. typewriter, emphasizing the value of half spacing. January, p. 111; February, p. 97; March, p. 115; April, p. 101; May p. 119; June, p. 97; July, p. 111; August, p. 109. The "Silent Smith" new model 8, September, p. 15; October, p. 95; November, p. 70.

UNDERWOOD TYPEWRITER COMPANY, New York, N. Y.—Underwood typewriter as related to speed contests, January, pp. 11, 40, 41; February, p. 11; March, p. 11. Underwood typewriter, April, pp. 11, 123b; May, p. 11; June, p. 33; July, pp. 11, 107; August, p. 11; October, pp. 108, 109, 149; November, pp. 11, 79.

VICTOR TYPEWRITER COMPANY, New York, N. Y.—Victor typewriter, January, p. 104; February, p. 26; March, p. 158; April, p. 96; May, p. 130; June, p. 100; July, p. 114; August, p. 116; September, p. 108; October, p. 110; November, p. 94.

VISIGRAPH TYPEWRITER COMPANY, THE, New York, N. Y.—The Visigraph typewriter, September, p. 19; October, p. 175; November, p. 123.

WOODSTOCK TYPEWRITER COMPANY, Woodstock, Ill.—The new Woodstock visible silent typewriter, August, p. 23; September, p. 18; October, p. 163; November, p. 125.

Typewriter Papers.

DETROIT SULPHITE PULP & PAPER COMPANY, THE, Detroit, Mich.—"Japan Manifold" carbon copy sheet, October, p. 191.

RAINBOW PAPER MILLS, THE, Rainbow, Conn.—Newgate Linen paper, especially intended for second filing sheets, July, p. 120; August, p. 122; September, p. 134.

ROCKWELL-BARNES COMPANY, Chicago, Ill.—Rockbarnes typewriter papers. January, inside back cover.

SOUTHWORTH COMPANY, Mittineague, Mass.—Southworth typewriter papers, April, p. 26; May, p. 29; June, p. 119.

Typewriters—Rebuilt.

AMERICAN WRITING MACHINE COMPANY, New York, N. Y.—November, p. 150.

DURKIN TYPEWRITER COMPANY, Pittsburgh, Pa.—Rebuilt typewriters of all makes, January, p. 134; February, p. 120; March, p. 144; April, p. 114; May, p. 136; June, p. 122; July, p. 118; August, p. 132.

GENERAL TYPEWRITER EXCHANGE, Brooklyn, N. Y.—Rebuilt typewriters of all styles, January, p. 26; February, p. 26; March, p. 18; April, p. 18; May, p. 16; June, p. 143; July, p. 39; August, p. 30; September, p. 16; October, p. 94; November, 119.

NATIONAL TYPEWRITER EXCHANGE CO., Boston, Mass.—Rebuilt and rough machines, August, p. 140; September, p. 156; October, p. 200; November, p. 152.

NATIONAL TYPEWRITER SYNDICATE, Chicago, Ill.—Rebuilt typewriters, March, p. 141.

REBUILT TYPEWRITER COMPANY, Chicago, Ill.—Retyco rebuilt typewriters, January, p. 150; February, p. 128; March, p. 118; April, p. 125; May, p. 26; June, p. 98; July, p. 28; August, p. 106; September, p. 106; October, p. 104; November, p. 92.

TYPEWRITER EMPORIUM, Chicago, Ill.—Refinished Underwood typewriters, January, p. 109; February, p. 127; March, p. 151; April, p. 145; May, p. 151; June, p. 101; July, p. 137; September, p. 146; October, p. 225; November, p. 165.

WHOLESALE TYPEWRITER COMPANY, New York, N. Y.—Remanufactured typewriters, second in value only to new typewriters, January, p. 7; February, p. 10; March, p. 10; April, p. 10; May, p. 12; June, p. 105; July, p. 26; August, p. 34; September, p. 110; October, p. 171; November, p. 110.

YOUNG TYPEWRITER COMPANY, Chicago, Ill.—Rebuilt typewriters. Announcement to dealers, January, p. 157; February, p. 135; March, p. 157; April, p. 129; May, p. 159; June, p. 141; July, p. 143; August, p. 149; September, p. 151; October, p. 132; November, p. 163.

Typewriter Specialties and Supplies.

AMES & FILSTEAD COMPANY, Chicago, Ill.—XXX Blue Non-Hardening platens, guaranteed to hold their soft, velvety surface until worn out, January, p. 12; February, p. 24; March, p. 12; April, p. 12; May, inside back cover; June, p. 115; July, p. 10. "Amfil" platens, parts, tools, supplies, August, p. 30; September, p. 8; October, p. 181; November, p. 127.

AZORA RUBBER COMPANY, Chicago, Ill.—Azora Air Cushions, January, p. 118; February, p. 98; March, p. 137; April, p. 131; May, p. 157; June, p. 142; July, p. 141; August, p. 147; September, p. 157; October, p. 150; November, p. 126.

CLEANALL TYPEWRITER BRUSH COMPANY, New York, N. Y.—Cleanall typewriter brush, October, p. 198; November, p. 152.

GOODRICH COMPANY, THE B. F., Akron, O.—Platens, feed rolls, rubber feet, rubber bands, mats, etc., November, p. 141.

IMPERIAL MANUFACTURING COMPANY, Newark, N. J.—Cushion speed keys for typewriters, February, p. 114; March, p. 152; August, p. 148; September, p. 158; October, p. 226; November, p. 166.

KAYE & POUNSFORD COMPANY, New York, N. Y.—New K. & P. typewriter brush, June, p. 118; July, p. 124. New Rex typewriter brush, August, p. 130; September, p. 142; October, p. 200; November, p. 148.

KEMPLE, G. W., & CO., Chicago.—"Onlyone" typewriter brush, November, p. 170.

MORTON MANUFACTURING COMPANY, Louisville, Ky.—Morton's oderless typewriter oil, January, p. 151; April, p. 135; June, p. 137; August, p. 145; October, p. 196. Morton's washable bristle typewriter cleaning brush, February, p. 132; March, p. 146; April, p. 146; May, p. 132; July, p. 134; September, p. 148; November, p. 164.

THORP & MARTIN TYPEWRITER COMPANY, Boston, Mass.—A text book on typewriter repairing, January, p. 159. Turton's "Spring Cushion" typewriter feet, February, p. 137; March, p. 155; April, p. 149; May, p. 155; June, p. 137; July, p. 139; August, p. 145; September, p. 157; October, p. 223; November, p. 165.

WENZEL PLATING WORKS, New York, N. Y.—Keen's guaranteed platens, January, p. 100; February, p. 28.

WILEY & SON COMPANY, WM. H., Hartford, Conn.—Typewriter covers and covers for all other kinds of office machines, January, p. 144; February, p. 117; March, p. 148; April, p. 142; May, p. 126; June, p. 116; July, p. 111; August, p. 138; September, p. 118; October, p. 222; November, p. 162.

Waste Baskets.

AMERICAN VULCANIZED FIBRE COMPANY, Wilmington, Del.—Vul-Cot waste baskets, January, p. 152; February, p. 129; March, p. 149; April, p. 143; May, p. 149; June, p. 121; July, p. 123; August, p. 131; September, p. 143; October, p. 199; November, p. 143.

ART METAL CONSTRUCTION COMPANY—(See Filing Cabinets—Metal).

BARBEE WIRE & IRON WORKS COMPANY, Chicago.—"Acme Built-up Trays," November, p. 122.

ERIE ART METAL COMPANY, Erie, Pa.—The Dan-Dee waste basket, June, p. 142; July, p. 141; August, p. 147; September, p. 159; October, p. 227; November, p. 145.

MASSILLON WIRE BASKET COMPANY, THE, Massillon, Ohio.—"Daisy" Indestructible waste paper baskets and "Daisy" rubbish and trash burners, August, p. 136; September, p. 148; October, p. 200; November, p. 160.

SPIRO MANUFACTURING COMPANY, THE C., New York, N. Y.—Vulcanized fibre waste baskets, January, p. 151; February, p. 138; March, p. 159; April, p. 153.

Window Display Fixtures.

ONKEN COMPANY, THE OSCAR, Cincinnati, Ohio.—Onken Interchangeable Wood Window Display Fixture Younits, March, p. 27; April, p. 107; August, p. 27; September, p. 23; October, p. 137.

YEAR'S REVIEW OF NEW MACHINES AND DEVICES

Adding Machines.

COMMONWEALTH ADDING MACHINE COMPANY, Muskegon, Minn. —The Commonwealth adding machine is simple, light and durable. Every figure appears in a separate set of dial wheels as set by the keys. The Commonwealth is a listing ten-key machine. September, p. 54.

DENOMINATOR ADDING MACHINE COMPANY, Brooklyn, N. Y., announced the Denominator pay roll machine, designed quickly and accurately to divide a pay roll into denominations so that the exact number of each of the various bills and coins may be obtained from the bank ready for the pay envelopes. September, p. 52.

MECHANICAL ACCOUNTANT COMPANY, Providence, R. I.—New model 25-key mechanical accountant, known as Model M. It is smaller than the original models and the keys are arranged somewhat different, running from one to five. The machine has six totalizers and is intended for straight addition exclusively. It weighs five and one-half pounds and is suitable for use in small stores, department stores, etc. April, p. 64; July, p. 66, and August, p. 66.

SUNDSTRAND ADDING MACHINE COMPANY, Rockford, Ill.—A new ten-key adding and listing machine designed for the accurate computation of figures and to sell at a moderate price. Machine is visible in results and simple in action. October, p. 25.

Adhesives, Inks and Ink Handling Devices.

U-FILE-M BINDER MANUFACTURING COMPANY, Syracuse, N. Y. —A new filing envelope of Manila with gummed tabs on a strip for fastening of letters in the file. February, p. 68.

CARTER'S INK COMPANY, THE, Boston, Mass.—Carter's "Cico" is a new adhesive product which eliminates all need of a water well, never becomes hard or lumpy, requires no additional water and does not have to be softened. It is colorless and easily applied. September, p. 51.

DEFIANCE COMPANY (Formerly R. H. Baxter Company), New York, N. Y.—New Buoy inkstand, round or square, of simple construction and excellent material. Stand is air-tight, non-evaporating, and convenient. March, p. 83.

DIAMOND INK COMPANY, Milwaukee, Wis.—Diamond Stickine, a new adhesive product which is a liquid paste with great adhesive qualities. Manufacturers claim that it never dries up or gets hard in the bottle. August, p. 63.

SENGBUSCH SELF-CLOSING INKSTAND COMPANY, Milwaukee, Wis.—The B. & S. mucilage applier, a refillable mucilage applier which is always ready for use, equipped with self-closing pneumatic feed. It is claimed the mucilage always stays fresh and clean and ready for use May, p. 81.

STAFFORD, INC., S. S., New York City, N. Y.—Stafford's dripless pour regulator, an attachment for ink bottles operated by a quarter turn to the left or right to open or close it. This regulator produces a perpendicular flow by a side outlet, avoiding danger of missing the inkwell and pouring ink upon the desk. Flow is instantly cut off by raising the bottle to an upright position, or regulated by placing the finger over the air vent of the pourout. August, p. 65; September, p. 55. p. 55.

TECHNICAL SUPPLY COMPANY, Scranton, Pa.—"Tesco" ink bottle, which is said to be a distinct improvement upon the conventional drawing ink bottle. The new bottle has no machine-made ridges and is so constructed that the user can get at the last drop of ink as easily as at the first. August, p. 61.

Addressing Machines.

EVANS ADDRESSING MACHINE COMPANY, 327 Washington street, Buffalo, N. Y., announces the Evans addressing machine to meet the special requirements of those concerns who do not require an expensive outfit. This is an automatic machine with envelope ejector, skipping device, and facilitates the handling of any variety of ordinary work. It prints the address in the same style as if typewritten, using a stencil that can be cut on any standard typewriter. This stencil and the interchangeable stencil holder furnish an index card file system. July, p. 66; November, p. 34.

Automobile Lock.

FORD MOTOR COMPANY, Chicago.—A thief-proof automobile lock called the Rajo auto lock, invented by Ray F. Mudd. September, p. 57.

Antiseptic Fibre Containers.

WEIS FIBRE CONTAINER CORPORATION, Monroe, Mich.—Antiseptic fibre containers for the preservation and handling of milk, cereals, grape juice, and similar products. June, p. 68.

Bond Papers.

NEENAH PAPER COMPANY, Neenah, Wis.—"Safety First." A new bond paper, water-marked, loft dried, and tub sized. July, p. 64.

Bookkeeping Machines.

ELLIOTT-FISHER COMPANY, THE, Harrisburg, Pa.—The crossfooter described in Office Appliances.

UNDERWOOD & CO., JOHN, New York, N. Y.—New Underwood bookkeeping machine. A combination typewriter and adding and calculating machine of great beauty and remarkably diversified scope. October, p. 30.

Business Card Holders.

VAN BUREN BROTHERS, Chicago, Ill.—New card holder of full seal-grain cowhide or morocco. Stamped with owner's name. This holder is made in three styles at different prices. May, p. 84.

Calendar Stands and Pads.

GLOBE-WERNICKE COMPANY, Cincinnati, Ohio.—Steel calendar stand with calendar pad and with receptacle for use of cards or memoranda. October, p. 29.

Card Index Devices.

G. & W. ELECTRIC SPECIALTY COMPANY, Chicago, Ill.—"Sanidex," a new mechanical filing system for card filing, offering means to find any card desired with speed and certainty, at the same time keeping cards clean and free from contamination. June, p. 69.

WILLIAMS, C. EUGENE, Chicago, Ill.—The Williams visible caption card system device, made of heavy craft paper so folded as to make pockets about two inches deep. Pockets are then encased in a hardwood frame 10½x13 inches. A groove in the center of the frame holds sides and ends in place. April, p. 66.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—No. 1585 single drawer, 8x5 card file, oak or birch mahogany, made for 8x5 cards standing vertically. May, p. 81.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—Trays for cards 5x3, 6x4 and 8x5, filed on the shorter edge. May, p. 81.

Calculating Machines.

CALCULATOR SALES COMPANY, Grand Rapids, Mich.—The Rapid Calculator for accountants; a device small enough to be used on ledger page and slipped downward as the work progresses. It adds and shows totals instantly. It is simple in construction and easy and rapid in action. May, p. 83.

MARCHANT CALCULATING MACHINE COMPANY, Oakland, Cal.—New Marchant electric calculating machine operated by motor and intended to handle speedily and accurately many complicated mathematical operations. July, p. 64.

MEILICKE CALCULATOR COMPANY, Chicago, Ill.—Announced several new devices to sell to dealers. They include the Meilicke collection register, Meilicke collection ledger, Meilicke telephone list, and Meilicke household ledger. December, 1914, p. 76.

MOODY CALCULATOR COMPANY, Dallas, Texas.—A calculator which instantly and automatically determines the number of days between any two dates of the year, giving the exact interest on any amount of money from one dollar to one hundred thousand dollars for the time determined, at eighteen different rates of interest. Machine is without gears, wheels, cranks, or adjustments, and can be had for the use of banks, insurance companies, or mercantile houses. September, p. 49.

PROFIT COMPUTING CALCULATOR COMPANY, 10 S. LaSalle street, Chicago.—The Profit Computing Calculator, a machine arranged to give instantly the net profit on any combination of costs and selling price. October, p. 25.

ROYAL CALCULATING SYSTEMS COMPANY, Cleveland, Ohio.—The Royal calculator, a device to perform the calculation of fixed rates or sums, such as pay rolls by the hour or week, etc., quickly and correctly. March, p. 80.

Check Endorsing Machines.

BRECKENRIDGE, GEORGE M., First National Bank, Chicago.—A new check endorsing machine operated by motor and known as the National check endorser. It may be hooked up alongside an adding machine so that as fast as the checks are listed on the latter they are endorsed by the endorsing machine. July, p. 66.

REARICK AUTOMATIC CHECK ENDORSER COMPANY, Baltimore, Md.—A new check endorsing machine, visible in operation and built to be attached to adding machine in use by bank clerks when listing checks. Machine is constructed of steel and bronze and is simple in operation. August, p. 65.

Check Protectors.

HEDMAN MANUFACTURING COMPANY, Chicago, Ill.—Several changes and improvements in the F. & E. check protector. January, p. 76.

WACHUSETT SPECIALTY COMPANY, Worcester, Mass.—Announced the Home check protector, a small circular device made of polished German silver with a revolving disc carrying perforated points representing the numeral digits from one to nine. The device weighs one ounce, and can be carried in the pocket. September, p. 53.

Coin Holders.

AUTOMATIC COINWRAPPING COMPANY, New York.—The Automatic coinwrapping machine, automatic coinhandling machine, coin separator and coin tubes.

MYSELL-ROLLINS BANK NOTE COMPANY, San Francisco, Cal.—Announced the Schwartz coin tray intended to take the place of bags for coins. November, p. 38.

Copyholders.

AMERICAN CLIP COMPANY, New York City, N. Y.—Acco stenographic notebook holder; a convenient device for stenographers, supplying a cover for the protection of the notebook, a stand or easel for the rapid and easy reading of notes, a page mark which opens the book where the last notes stopped, and a writing surface firm and flat for writing without a table. It permits the instant reversal of the note book for second page use, and enables users to utilize every line. April, p. 64.

AMERICAN ELECTRIC COMPANY, Chicago, Ill.—Burns copyholder; a copyholder of simple but practical construction. May, pp. 34 and 84.

GNU SALES CORPORATION, San Francisco, Cal.—The Gnu automatic copyholder, consisting of rubber platen similar to that of a typewriter, which can be attached to any machine, being held rigid by an arm clamped back of the typewriter frame. March, p. 84.

LINEGUIDE MANUFACTURING COMPANY, Chicago, Ill.—"Lineguide"; a line indicating device adjustable accurately to all kinds of spacing, accommodating all widths of copy from notebooks to wide report sheets. The "Lineguide" is made in two models of similar construction, the difference being in the manner of the supporting device. April, p. 64.

LINEATIME MANUFACTURING COMPANY, Rochester, N. Y.—The Line-A-Time copyholder and copy supporting device for typewriter, and bookkeeping and billing machines. It has a stationary line finder and will support any copy on a level with the typists eyes. December, 1914, p. 70; May, p. 83.

SPECIALTY MANUFACTURING SALES CORPORATION, Norfolk, Va.—Announced a number of improvements in the Reliance copyliner-spacer. December, 1914, p. 76.

Dating Stamps.

CUSHMAN & DENISON MANUFACTURING COMPANY, New York, N. Y.—Cado line dater, a small device, well built, giving a clear, bright imprint. May, p. 82.

Desks.

EQUITABLE LIFE ASSURANCE SOCIETY, New York, N. Y.—Leon O. Fisher and C. E. Massey invented a new efficiency desk, which is said to be a model of compactness and simplicity. Side drawers are provided with adjustable compartments for stationery, supplies, etc. July, p. 65.

WINNEBAGO FURNITURE MANUFACTURING COMPANY, Fond du Lac, Wis.—Two-at-One desk of flat top construction, with six drawers, three on either side, having ample working room for two people, who sit diagonally across from each other. March, p. 80.

Desk Accessories.

POLAR MANUFACTURING COMPANY, 611 Cherry street, Philadelphia, Pa.—Combination paper weight and memo pad holding a number of 3x5 memo slips or index cards for handy memoranda. November, p. 39.

Desk Top Protectors.

POLAR MANUFACTURING COMPANY, Philadelphia, Pa.—Corner pieces designed to protect the surfaces of desks, dressing tables, etc., where glass tops are used over polished wood. These protectors are of chemically prepared red rubber. March, p. 84.

Desk Trays.

BARBEE WIRE & IRON WORKS, Chicago, Ill.—Acme "Build-Up" desk trays for letters, etc. Trays can be built up one by one as circumstances require. They may be as easily taken down. November, p. 39.

GLOBE-WERNICKE COMPANY, Cincinnati, Ohio.—A line of desk trays of new construction, light weight and handsome appearance. They are known as the "Featherweight." November, p. 38.

Duplicating Machines.

AMERICAN LINEOGRAPH COMPANY, Dayton, Ohio.—Form letter and circular printing machine consisting of a typesetting machine operated by a typewriter, making it possible for a stenographer to perform the entire operation of setting type and printing ordinary business circulars and similar matter. June, p. 70.

DICK COMPANY, A. B., Chicago, Ill.—Formograph machine for producing a new and special variety of mimeograph stencil work. Effectively used to impress into mimeograph stencil sheets the display

heading, rulings, and other details of printers' type work. Stencils so prepared are then printable on any mimeograph. February, p. 66.

DICK COMPANY, A. B., Chicago.—Announced the Mimeoscope, a means for rapid production of Mimeograph stencils of drawings, pictures, forms, music, diagrams, designs, etc., on Dermatype stencil paper. November, p. 35.

EVANS PRODUCTS CORPORATION, New York, N. Y.—The Evans allsteel duplicator for duplicating letters or documents of any size or any nature quickly and economically in one or five colors, without inks, types, or powders. June, p. 71.

FALES & CO., E N., 260 National Life building, Chicago.—"Jiffy" post card printer. Stencil device which prints one thousand post cards or circulars of pencil or typewritten matter at small cost for supplies. November, p. 39.

GENERAL MANIFOLD & PRINTING COMPANY, Chicago, Ill.—The Lewis biller, an attachment which may be clamped on any visible typewriter. The function of the Lewis biller is to make a number of copies of railroad expense bills or other billing forms by means of a ribbon fastened to a winding device instead of by means of carbon sheets. April, p. 65.

LISENBY MANUFACTURING COMPANY, Fresno, Cal.—A new model of the Multicolor press which eliminates the usual noise of operating duplicating and printing machines. The new model has all the valuable features of the model which is already familiar to the trade. October, p. 25.

REGINA CO., THE, Rahway, N. J.—The Victoria copier, a rotary copying machine, electrically operated, with an automatic cut-off which cuts copies to uniform size, gathers copies or originals and adjusts pressure rollers. Its speed is ten copies per minute. November, p. 35.

SPEEDOGRAPH DUPLICATOR MANUFACTURING COMPANY, 476 Broadway, New York.—The Speedograph Duplicator, a metal machine using a composition bed on which letters or documents are copied by impression from copying ink originals. In making copies a sheet of paper is laid on the table of the machine and pushed into position against the stop, after which the impression roller is run across the paper and pulled back. The copy is imprinted by the forward motion and stripped off and dropped on the table by the backward motion. October, p. 28.

Envelope Sealers.

BARROW & CO., JOHN H., Chicago, Ill.—The Barrow envelope sealer; an efficient device sealing from three to four thousand envelopes per hour. Machine is simple and easy to operate, having no wheels or other machine parts to get out of order.

STANDARD SEALING MACHINE COMPANY, Somerville, Mass.—The Model F Standard envelope sealer, having several improvements over previous models of this machine. March, p. 81.

Eyelet Machines.

HOGE, HAMPDEN, New York, N. Y.—The Stronghold eyeleter, an automatic eyelet machine setting eyelets firmly in from one to twelve sheets. February, p. 68.

IDEAL SPECIALTIES MANUFACTURING CORPORATION, New York City, N. Y.—Ideal automatic self-feeding eyeletting machine, of few parts and substantially made, having a trough magazine for the quick reception of eyelets, which are automatically carried to the operating point. July, p. 64.

Eye Shields.

CHICAGO EYE SHIELD COMPANY, Chicago, Ill.—The "Dimmer Goggle" for the use of automobilists and others whose occupations or pleasures demand that they be much exposed to wind, dust and flying particles of matter. Constructed of a single piece of flexible, transparent, durable pyralin. February, p. 67.

Finger and Nail Protectors.

INSTITUTE MANUFACTURING COMPANY, Akron, Ohio.—Rubber tip finger and nail protector for typists, bookkeepers, etc. Protectors are fitted with a reinforced rubber cushion tip. August, p. 61.

Fountain Pens.

TOWER MANUFACTURING & NOVELTY COMPANY, New York City.—Held fountain pen, embodying many valuable features in fountain pen construction. Opening into the ink chamber consists of two passages, either one of which may supply air or ink. September, p. 54.

Glass Headed Pins.

MOORE PUSH-PIN COMPANY, 113 Berkley street, Philadelphia, Pa., announced a new counter display of Moore push-pins in November, p. 37.

Ink and Pencil Erasers.

BLAISDELL PAPER PENCIL COMPANY, Philadelphia, Pa.—Blaisdell ink eraser, whose core is fine spun glass. This eraser is sharpened in the same way as a Blaisdell paper pencil. September, pp. 58 and 81.

MEADWELL, WM. E., Ithaca, N. Y.—A combined fountain pen and eraser. The idea is to make use of the standard fountain pen cap or cover for the housing into which is inserted a plunger slidable within the housing carrying the blade or eraser. July, p. 63.

DIXON CRUCIBLE COMPANY, JOSEPH, Jersey City, N. J.—New Dixon dust-proof eraser assortment, in which the Dixon assortment of erasers is protected from dust and kept fresh by a thin transparent window-like cover on container. October, p. 29.

GUSTAFSON, JOHN, Oak Park, Ill.—Gus' overlay knife, for use as a desk knife in offices. Steel blade held in place by means of set-screw in handle, which forms a case for reversal of the blade when knife is carried in the pocket. February, p. 67.

Interchangeable Signs.

MONO-CREST COMPANY, New York, N. Y.—An instantly interchangeable sign, made in a variety of different styles of letters and figures, as well as sizes. This device was invented by G. Balzer.

Metal Preservative.

COROL SALES COMPANY, Chicago, Ill.—A rust preventive compound called the Corol Swiss Anti-Rust compound. This is a semi-liquid preparation which is rubbed on the metal to be protected. It is especially useful in the protection of the metal parts of golf clubs, guns, fine cutlery, dentists' and surgeons' tools and all articles made of steel and iron, and it is equally good for nickel-plate, brass, silver, copper, etc., to prevent tarnishing. December, 1914, p. 72.

Filing Furniture and Devices.

FIREPROOF FURNITURE & CONSTRUCTION COMPANY, Miamisburg, Ohio.—Wagner vertical plan-safe, designed to file drawings, maps, blueprints, tracings, and other matter larger than correspondence, vertically, having the advantage of low cost, great capacity, protection against fire and water, and ease of reference. April, p. 62.

FLEXIFILE COMPANY, Chicago, Ill.—The FlexiFile; a new method of vertical filing made of a continuous web of flexible textile material supported by a series of horizontal cross-bars loosely attached at each end to transversely placed horizontal rods or bars. March, p. 81.

GLOBE-WERNICKE COMPANY, Cincinnati, Ohio.—The "6000" line of upright steel vertical filing cabinets, bill, letter, and cap sizes, 25 inches deep. January, p. 74.

HAMILTON MANUFACTURING COMPANY, Two Rivers, Wis.—A steel cabinet for cuts. End walls double and runs built into the inner wall of the cabinet. The body is so arranged that sections may be built on as required. The cabinet has projecting sides and top, a new feature in this class of cabinets. March, p. 120; April, p. 63.

NATIONAL ENVELOPE COMPANY, Holyoke, Mass.—Improved style vertical file pocket, having a diagonal flap which when folded down discloses names and addresses without disturbing any of the contents, enabling any letter to be taken out and returned to its proper place most conveniently. October, p. 26.

SHAW-WALKER COMPANY, Muskegon, Mich.—"Indexer's Desk"; a card index desk of section construction. The pedestals are built into any required combination from filing units. The drawer contains a series of removable card trays, running crosswise to facilitate ready reference. The sections are made in several styles, for one size or several sizes of cards in combination. A detachable writing bed connects the pedestals. Additional trays may be placed at the rear of the writing surface for the accommodation of as many as 7,000 cards, making the extreme capacity of the desk 63,000 light weight 3x5 cards. January, p. 76.

SHAW-WALKER COMPANY, Muskegon, Mich.—A new out-guide system for controlling correspondence out of the files. Made from pressboard and occupying the first three positions in the file. These out-guides are inserted to replace borrowed correspondence. February, p. 67.

SHAW-WALKER COMPANY, Muskegon, Mich.—"Speed Tab Folders," a new line of printed and plain folders in tab style. The tab is so arranged that the name of the correspondent is placed in full view. April, p. 66.

WAGEMAKER COMPANY, Grand Rapids, Mich.—The Wagemaker duplex system for vertically filing papers. Simple, and operates with ease. January, p. 74.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—Weis single drawer file for catalogues. May, p. 81.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—The "Little Wonder" record file for ten cent graphophone records. The file is made of fibre board with a hinged cover and has twenty-four guides. March, p. 82.

YAWMAN & ERBE MANUFACTURING COMPANY, Rochester, N. Y.—"Y and E" steel transfer case with embossed top. By means of a simple and ingenious improvement, the "Y and E" steel transfer case becomes practically noiseless and frictionless. September, p. 57.

Label Affixers.

WIZARD COMPANY, Boston, Mass.—The Wizard label affixer, handling poster stamps or labels 1¾x1 5-6 inches, put up in rolls of five hundred. The device is portable and feeds, moistens, cuts and affixes on the depression of the plunger at the rate of fifty per minute. April, p. 66.

Letter Distributors.

BAILEY MANUFACTURING COMPANY, Minneapolis, Minn.—The Efficient mail distributor, made of spring steel with sixteen fingers, eight on either side, holding eight trays which are adjustable and removable at will. Useful for distributing mail at a desk. September, p. 55.

BRISTOW, FREDERICK, 54 Lawrence street, Newark, N. J., manufactures the Bristow portable distributor intended for messenger boys. The boy assigns a certain place in his distributor to each department to which he carries papers. This portable distributor is said to be operated advantageously in connection with the Bristow radial distributor, described in another paragraph. November, p. 35.

Loose Leaf Devices, Etc.

KALAMAZOO LOOSE LEAF BINDER COMPANY, Kalamazoo, Mich.—Style C Kalamazoo device, a binder offering exclusive application of certain ideas of advantage to banks and mercantile houses using machines for bookkeeping purposes. It includes a binder and holding device for bookkeeping machine users, and is furnished complete, ready to put beside the machine for use. May, p. 80. Other Kalamazoo devices include the "Kalamazet" and Style "A" binders; transfer and several utility binders; the auto-step index; catalogue covers, magazine holders, and a complete line of loose leaf accounting devices for every purpose.

NATIONAL BLANK BOOK COMPANY, Holyoke, Mass.—National loose leaf price book. A ring book opened by end levers and closed by pressing the rings together. The book has some unique features of construction. October, p. 29.

PLEW & MOTTER COMPANY, Chicago.—New "Yankee" ball bearing ledger for machine posting or general work. Ledger is of the automatic type—may be closed on any number of sheets by simply pressing the cover together, or may be closed by key in the usual manner. September, p. 56. Other new Plew & Motter devices include the "Indestructo" steel back, metal hinged tariff file; the "Spring-Arch" operating binder for use with Elliott-Fisher and Underwood bookkeeping machines, and the "Security" telephone cover, made with key-lock—a quick-acting metal of the automatic type.

PROUDFIT LOOSE LEAF COMPANY, THE, Grand Rapids, Mich., brought out a number of new devices, including:

The Proudfit binder, Style "E L." A Proudfit device carrying the advantages of flat resilient steel bands, narrow binding margin, unlimited capacity and flat opening; much used for catalogues, etc.—The Proudfit county record binder, having an enormous expansion and all the regular Proudfit advantages, flat opening, narrow binding, etc.; when complete the record may be locked and sealed.—The Proudfit binder, Style "G E"—a Proudfit device in which vulcanized fiber is substituted for metal parts; binder is intended for large editions of catalogues.—Proudfit binder, Style "Tom Thumb," designed to answer the same purpose as ring binders, flat opening, narrow binding, large expansion. Leaves are held securely by compression.—The Proudfit friction angle permanent file, device for permanent filing purposes of all kinds, also used extensively for binding very cheap catalogue editions.—The Proudfit quick action ledger binder has been materially changed and improved.

ROCKHILL & VIETOR, Chicago.—The new F.-B. loose leaf holder for shelving all kinds of loose leaf records in book form. Holder consists of two sets of metal strips, adjustable as to length and with threaded rods, which pass through the punch holes in the sheets. A strip at the bottom and another at the top of the bundle, with nuts at the ends of the rods, serve to hold the bundle firmly by compression. July, p. 64.

SHEA, SMITH & CO., Chicago, Ill.—The "Innerbinder" system of loose leaf filing for storing transferred records. Fully described in December, 1914, p. 68.

STATIONERS LOOSE LEAF COMPANY, New York City, N. Y.—Faultless combined machine posting ledger and stand. This binder is for use with ledger posting machines. It is a combined ledger stand, the latter consisting of two heavily nickeled legs bent to the desired shape, and equipped with the company's patented rachet lock. The stand is attached directly to the back of the binder, locking securely, making the same a detachable part of the binder itself. This combination stand and ledger permits the entire back of the book to rest upon the desk, making the whole outfit stand firmly and preventing the tipping of the binder and the spilling of the sheets. Made in two styles—with and without posts. December, p. 74.

TRUSSELL MANUFACTURING COMPANY, Poughkeepsie, N. Y.—Temporary binder for loose sheets. This is a ring binder using prongs or half-rings, so mounted as to permit the insertion or removal of loose sheets when open, and to close together forming complete rings for confining sheets. Instead of being mounted on plates the rings are subjected to a spring action whereby when pulled open or closed they are held in either position by spring stress. July, p. 63.

WILSON-JONES LOOSE LEAF COMPANY, Chicago, Ill.—De Luxe tray binder, a new device to facilitate machine bookkeeping. Made in two styles—"B" for banks and "C" for commercial work. This binder enables the operator to insert and remove leaves with greater rapidity than with old style binders, yet the leaves are held securely whether in the regular or offset position by means of a steel locking post inserted through a round hole punching in the sheet. June, p. 66.

Marking Pens.

CUSHMAN & DENISON MANUFACTURING COMPANY, New York City, N. Y.—"Witch" parcel pens for marking parcels. The pens are electro-coated to resist corrosive inks, and the point is such that it can be used to advantage in writing or printing on coarse wrapping paper. January, p. 77.

Money Handling Devices.

BARRETT CHANGER COMPANY, Chicago, Ill.—The Lightning Change Maker, invented by Glenn J. Barrett, and designed to enable the user to make change easily, quickly and accurately. June, p. 71.

PAYOGRAPH COMPANY, Detroit, Mich.—Exhibited at Burroughs booth at the annual business show, the Payograph, a cash paying machine readily attached to the ordinary adding machine, for the use of paymasters in putting up pay rolls. Machine is fully described in November, p. 37.

Metal and Celluloid Card and Folder Tips.

HUB MANUFACTURING COMPANY, J. C., Cleveland, Ohio.—Two new guide cards, called the Hub-O solid celluloid tip guide card and the Hub-O solid celluloid tip insert guides, for use with card systems, check files, letter files, legal and special systems. The entire tab is made of solid celluloid with no edges exposed to rip when fingering. December, 1914, page 76.

Note Books.

BROWN PATENTS COMPANY, Petersburg, Va.—"Layflat" stenographers' notebook of loose leaf style, having stiff covers acting as a support for the tablet while transcribing notes. The holder, a part of the outfit, keeps the book in position on polished desk or table when notes are being transcribed. March, p. 84.

Note and Document Holders.

KOHLHAAS COMPANY, 31 W. Lake street, Chicago.—Kohlhaas leather bankers' note case, an apparatus which can be compressed or extended as desired. November, p. 38.

Office Tables.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—Weis utility table, of especial value to users of office machines. This table has a five-ply built-up top, tubular metal base fitted with casters, drop leaf with strong support which locks automatically when leaf is raised. When open it is 32 by 15 inches. Height, 27 inches. January, p. 76.

Paper Baling Devices.

DAVENPORT MANUFACTURING COMPANY, Davenport, Iowa.—The Schick all-steel fireproof baler; a machine for baling waste papers. The Schick baler is of open top construction, affording an aperature for the quick and easy throwing of paper. The entire mechanism is hinged back, giving ample space for baling. The press is thoroughly braced, and has a side swinging door that opens fully, giving ample space for removing the bale. All of the working parts of the Schick baler are of crucible steel, case hardened. January, p. 74.

ECONOMY BALER COMPANY, Ann Arbor, Mich.—The Economy baler for waste paper, etc., designed especially for use in public schools, buildings, offices, factories, etc. February, p. 66.

Paper Clips, Clamps and Clasps.

BANKERS' CLASP COMPANY, 3671 Lafayette avenue, St. Louis, Mo.—Manufacture what they style the bankers' clasp, made of clock-spring steel and designed to hold down the stubs of check books, hold currency and checks in pass books, hold valuable papers by fastening them to the lining of inside pockets, etc. November, p. 35.

Paper Punches.

GLOBE-WERNICKE COMPANY, Cincinnati, Ohio.—A line of Globe adjustable perforators for punching round holes in loose sheets or cardboard. March, p. 83.

TATUM COMPANY, SAM'L C., Cincinnati, Ohio.—New multiple hole combination punching member for billing machine punching. This device will punch 71 holes at one operation in a sheet 24 inches wide. July, p. 65.

Parcel Post Device.

THIESON, C. U., Pensacola, Fla.—A device whereby an article sent by parcel post and its identifying letter may be forwarded and delivered as one and the same piece. August, p. 63.

Pens.

RULE-WRITE PEN COMPANY, Lima, Ohio.—A new office pen, whose ruling feature is embodied in a small guide rod in the penholder which engages the edge of the ruler and prevents the pen point from smearing it with ink. When the pen is in use for regular writing purposes the guide rod slides up into the holder out of the way. June, p. 72.

Pen Extractor.

KOHLHAAS COMPANY, Chicago, Ill.—A new pen extractor having a hinged door, with gripping device, to remove pen from holder without staining the fingers. March, p. 80.

Picture Hangers.

MOORE PUSH-PIN COMPANY, Philadelphia, Pa.—A new Push-less hanger, No. 24, smaller than the other three sizes of this device. April, p. 66.

Pen or Pencil Clip and Calendar.

ARGUS MANUFACTURING COMPANY, 128 South Honore street, Chicago, announces the "Up-to-Date" calendar clasp, a device for slipping over pencils or fountain pens and containing a complete interchangeable calendar upon its curved surface. November, p. 36.

Propelling Pencils.

AMERICAN LEAD PENCIL COMPANY, 220 Fifth avenue, New York, N. Y.—No. 57 "Merit" propelling pencil. November, p. 38.

Photo Mailing Envelopes.

LAVETTE, HARRY C., Chicago, Ill.—A display box containing all the different sizes of Lavette photo mailing envelopes. This box is designed exclusively for dealers. October, p. 28.

NATIONAL ENVELOPE COMPANY, Philadelphia, Pa.—The National photo mailer. Designed to serve as a carrier for photographs, prints, calendars, etc. One of its features is a triangular lock at the corners preventing enclosures from dropping out in transit. March, p. 84.

Recipe Card File.

IMPERIAL METHODS COMPANY, Chicago, Ill.—A white enamel case with cards as a recipe outfit. December, 1914, p. 73.

Record Books.

ROLLOSON STATIONERY COMPANY, Lake Charles, La.—A bills receivable and payable record book invented by Charles J. Davidson of Lake Charles, La. February, p. 68.

Sales Books and Slips.

SIMPLE ACCOUNT SALESBOOK COMPANY, Fremont, Ohio.—The Navan order book; said to be the only order book on the market constructed with a stationary carbon sheet. There are fifty duplicate or triplicate orders to a book, and each triplicate pad has two carbons. These books are securely bound in pressboard covers, and are furnished in eleven different sizes. December, 1914, p. 70.

YAWMAN & ERBE MANUFACTURING COMPANY, Rochester, N. Y.—A new sales slip system for retailers designed to take care of sales slips and ledgers. Pads are supplied to store salesmen and outside salesmen. Every slip is to be accounted for and each book number is recorded. System includes charge slip, cash slip and credit slip. October, p. 28.

Salesmen's Expense Books.

SCOTT-COPPAGE COMPANY, New York City, N. Y.—Weekly S. C. daily balance expense book, having several novel features. It is designed to make it easy for salesmen to enter their expenses at the time they are incurred. Tab cut leaves provided, exposing the days of the week beginning with Sunday and ending with Saturday. By the use of the book salesmen may balance their cash accounts and mileage daily. July, p. 62.

Stamp Canceling Machine.

JOSLIN MANUFACTURING COMPANY, A. D., Chicago, Ill.—"Handy" revenue stamp mutilator; a machine which not only cuts through the stamp but mutilates it as well. The manner in which this device performs its work is by cutting undulatory incisions through the stamp itself and even the document. Made of iron with steel cutting dies and will cut through from one to six thicknesses of paper. January, p. 74.

Shorthand Machines.

DICTATYPE SHORTHAND MACHINE COMPANY, Philadelphia, Pa.—The Dictatype shorthand machine, on which dictation may be taken by means of plain type, a word at a stroke, without the use of a code. August, p. 66.

NATIONAL SHORTHAND MACHINE COMPANY, St. Louis, Mo.—The National shorthand machine. A small, light, neat machine for the writing of dictation by the arbitrary arrangement of letters. The principles of this machine are familiar to readers of Office Appliances. October, p. 27.

Stamp Affixers.

EXTENSIVE MANUFACTURING COMPANY, New York, N. Y.—Combination stamp affixer and stamp canceling machine which may be used to affix and cancel revenue stamps under ten cents. The device is known as the World-Wide combination stamp affixing, canceling and counting machine. May, p. 84.

MULTIPOST COMPANY, Rochester, N. Y.—A new line of postage stamp affixers known as Model C. T., Model P. T., Model R. T., and Model X. June, p. 67.

WIZARD MANUFACTURING COMPANY, Boston, Mass.—The Wizard stamp affixer, a small but handy and practical machine, which automatically detaches, moistens and affixes postage stamps, labels, etc., in one operation. December, 1914, p. 72.

Stationery Holders.

GLOBE-WERNICKE COMPANY, Cincinnati, Ohio.—Globe-Wernicke desk drawer stationery rack No. 4. A stationery rack with slanting partitions to fit into desk drawers for the convenient storage of billheads, letter paper, etc. January, p. 75; March, p. 83.

VIKING SALES COMPANY, Minneapolis, Minn., announced the Viking stationery file, a metal stationery container made to go into the desk drawer and to separate envelopes, carbon paper, copy sheets, and letterheads. September, p. 53.

WEIS MANUFACTURING COMPANY, Monroe, Mich.—Weis vertical front stationery cabinet No. 1589, having five spaces and one enclosed drawer. May, p. 81.

Steel Sectional Bookcases.

TERRELL'S EQUIPMENT COMPANY, Grand Rapids, Mich.—Type B-C-1 of the Terrell sectional steel bookcases. The frames of the bodies and doors are made of specially drawn angles shaped to insure absolute rigidity; no bolts are used in assembling the units as they are all made with interlocking joints. The top, or crown, is a separate part, and is fastened to the top unit by means of a slip joint. December, 1914, p. 70.

Stencil Cutting Machines.

IDEAL STENCIL MACHINE COMPANY, Belleville, Ill., announced the Ideal stencil-cutting machine. This machine cuts stencils of several designs with which to mark shipments. January, pp. 74 and 133.

IDEAL STENCIL MACHINE COMPANY, Belleville, Ill.—New Ideal stencil machine No. 1, with filing cabinet for filing paper stencils. No. 3 Ideal stencil machine designed to fill demand for smaller stencil letter. October, p. 26.

Stencil Printing Device for Typewriters.

BUFFUM TOOL COMPANY, Louisiana, Mo.—An attachment for standard makes of typewriters for the purpose of printing stencils for the Elliott, Belknap and other similar addressing machines. By means of this attachment stencils are printed directly up and down in front of the rubber platen. Guides are provided which can be moved sideways and will accommodate different lengths of stencils, or postal cards and envelopes, as long as the full length of the rubber platen. December, 1914, p. 74.

Steel Book Marker.

CAMERON SALES ORGANIZATION, London, England.—Attachment for notebooks, being a steel device which forms a marker as well as a means for tearing out a sheet for memorandum purposes. March, p. 82.

Telephone Attachments.

A.-Y.-S. MANUFACTURING COMPANY, Denver, Colo.—A new telephone arm that leaves both hands free while the telephone is being used. This arm is pivoted at the bottom of the telephone in such a way as to swing vertically to and from the user, and will remain in any position, vertical or inclined, without attention from the user. This attachment works on any standard desk telephone. January, p. 76.

PROGRESSIVE WIRE GOODS COMPANY, Philadelphia, Pa.—New Prowico telephone bracket, a convenient device made of strong steel wire, ready to attach to wall, casing, or desk, securely holding the telephone when not in use. May, p. 82.

Timing Devices.

GRAVES COMPANY, C. H., Philadelphia, Pa.—Graves' phone audometer, intended for those who use the long-distance telephone. Divisions up to six minutes are possible by the use of this meter, so that one may accurately time one's conversation. May, p. 82.

Touch Typewriting Method.

CHRISTMAN PUBLISHING COMPANY, St. Louis, Mo.—New Century system patent touch typewriting device, by the use of which the student is compelled to adopt the correct position and movement. It is claimed that this system helps while it compels, and that it helps more than it compels. April, p. 63.

Typewriters.

HAMMOND TYPEWRITER COMPANY, New York City, N. Y., announced a new model of the Multiplex Hammond typewriter which increases the efficiency and durability of the machine and widens its field of usefulness. The new machine is given full manifolding power and a new dustproof construction. The ribbon carrying mechanism has also been changed and improved. September, p. 50.

IMPERIAL TYPEWRITER COMPANY, LTD., London, England. Model B. of the Imperial typewriter. The remarkable strength of the machine is further augmented and many devices have been added to increase the facility, accuracy and convenience of the machine. September, p. 51.

OLIVER TYPEWRITER COMPANY, Chicago, Ill.—Oliver typewriter, Model No. 9. A machine representing marked and important refinements in Oliver construction. Fully described March, p. 79.

O'REGAN, JAMES J., principal public school 77, Ridgewood, Brooklyn, N. Y.—New typewriter for the use of blind persons, intended to be a comparatively inexpensive machine. July, p. 63.

REMINGTON TYPEWRITER COMPANY, New York City, N. Y.—The improved Model 10 Remington typewriter, much improved in outward appearance, with lower frame and more symmetrical lines. Machine has improved column selector, eliminating all hand spacing of carriage other than carriage return. This column selector operates from either end of the line. Machine has "collision-proof" type and other improvements. June, p. 66.

SMITH & BROS. TYPEWRITER COMPANY, L. C., Syracuse, N. Y., announced in September a new model, No. 8, embodying a number of valuable features and including all the advantages of earlier models of the machine. At the same time the company announced model No. 7, model No. 6 and model No. 3, the different models differing in number of characters and length of carriage. September, p. 48.

STEINER BROS., Prague, Bohemia, announced a typewriter for one-armed persons. The shift mechanism is operated by a lever controlled by the knee of the operator. September, p. 53.

TYPEWRITER DEVELOPMENT COMPANY, Wilmington, Del.—The Z. G. Sholes typewriter; a modern machine containing 954 parts. Machine is sold at the standard price of $100. It is said to have many improvements, including a shifting segment and a removable platen, so constructed as to minimize the noise of the impact of the type. It has an interchangeable carriage and many other conveniences which users look for upon modern typewriters. August, p. 62.

WOODSTOCK TYPEWRITER COMPANY, Woodstock, Ill.—The Woodstock typewriter, a new machine with forty-two keys, standard keyboard, and 20 per cent less parts than other standard single shift typewriters, yet with all modern improvements and attachments. August, p. 61.

Typewriter Attachments.

MILLS, BYRON T., Las Vegas, N. Mex., announces the invention of the Standard typewriter board, which is placed under the typewriter and has on each side spring steel holders for holding envelopes, stationery, finished work, carbon paper, etc. November, p. 36.

UNDERWOOD TYPEWRITER COMPANY, New York, N. Y.—New attachment designed to promote increased efficiency in the commercial world, known as the Underwood continuous fan fold biller, designed to handle bills rapidly and continuously and to save operator from the necessity of interleaving the bills with carbon sheets. The machine handles everything neatly, speedily, and automatically. August, p. 60.

Typewriter Cabinets.

BYRON TYPEWRITER CABINET COMPANY, Mt. Clemens, Mich.—New and improved features added to Byron typewriter cabinet. September, p. 56.

CLEMETSEN COMPANY, Chicago, Ill., added to their "Clemco" all-steel mechanism, ball bearing wheels, which are attached to the mechanism in order to bring the platform out to the front of the desk ready for elevation. January, p. 77.

HART MANUFACTURING COMPANY, Findlay, Ohio.—Hart's double pedestal typewriter desk, equipped with Hart's patent hinge, making it dustproof and requiring no counterbalance. March, p. 82.

IMPERIAL DESK COMPANY, Evansville, Ind.—A new typewriter desk with plain oak base and built-up No. 1 quartered oak top. February, pp. 68 and 101.

Typewriter Tables.

BATES, HARRY, New York, N. Y.—In July announcement was made of the invention of a typewriter table by Harry Bates of the Underwood Typewriter Company, and A. G. F. Kurowski. The table is designed to be made of iron or steel and can be wheeled from place to place. May be equipped with card index cases, flat top and disappearing type cleaner. May, p. 83.

Typewriter Specialties, Etc.

AZORA RUBBER COMPANY, Chicago, Ill.—Improved their Azora air cushion for typewriter feet, making larger cavities for No. 10 Royal machines. December, 1914, p. 76.

EATON, CRANE & PIKE COMPANY, Pittsfield, Mass., announce a line of Berkshire typewriter paper in tablets of one hundred sheets each. November, p. 36.

KAYE & POUNSFORD COMPANY, New York, N. Y.—A new typewriter brush whose center is made of special tempered brass wires surrounded by a border of selected bristles. A remarkably convenient type cleaner. May, p. 83.

THORP & MARTIN TYPEWRITER COMPANY, Boston, Mass.—A new twine cutter, made of steel, highly nickel-plated and polished, and container. The blade is of the hardest blued steel and is set in the cutter with a steel spring behind it in such a way that when the twine is shoved into the cutting slot the knife gives slightly against the pressure of the twine. The box is built entirely of wood, with rounded edges and dovetailed corners, and is finished with a velvety surface and stained a rich green. December, 1914, p. 76.

Waste Baskets.

MASSILON WIRE BASKET COMPANY, Massillon, Ohio.—Two new members of the "Daisy" line of wire waste paper devices—one a new wire basket, and a waste paper and rubbish burner. August, p. 64.

STOW & DAVIS FURNITURE COMPANY, Grand Rapids, Mich.—A waste basket made of wood and cane to match the Stow & Davis English suite. May, p. 82.

Window Envelope Machine.

TATUM COMPANY, SAM'L C., Cincinnati, Ohio.—Nash window envelope machine for making window envelopes from ordinary envelopes. September, p. 56.

NEWS AND MISCELLANY

PRESENTING THE IMPORTANT NEWS OF THE MONTH WITH AN INTERESTING REPORT OF THE NOTABLE ACTIVITIES IN EVERY SECTION OF THE FIELD

New Three and a Half Million Dollar Underwood Corporation.

The Underwood Computing Machine Company is the title of a new corporation capitalized at $3,500,000, taking in the firm of John Underwood & Co., manufacturers of computing machines, known as the Underwood Standard bookkeeping machines, also the machine known as the Underwood Addendagraph.

Probably this is the most important development which has occurred in the typewriter and adding machine world for some time. It means more than the incorporation of John Underwood & Co., for while the new organization is entirely separate from the Underwood Typewriter Company, it will act as a manufacturer to supply a product for which the Underwood Typewriter Company will act as the sales agent.

The organization and incorporation of the new Underwood Computing Machine Company has been accomplished by Charles Strauss, counsel for and director of the Underwood Typewriter Company. The new company is in control of basic patents of the machine known as the Wright Calculating Machine, the invention of a California man, and the machine controlled by the old Underwood Calculating Machine Company of Brooklyn, together with all the most recent inventions and improvements brought out by Mr. Underwood and his associates. All these devices have been merged together and will be controlled by the new Underwood Computing Machine Company.

The capital of the new company has been divided into preferred and common stock, the former being issued to the amount of $500,000, and the latter to the amount of $3,000,000, with voting power in each class of stock. The Addendagraph, it is stated, will be produced by the factory in Brooklyn, and the bookkeeping machine will continue to be made at the splendidly equipped plant in Hartford, Conn.

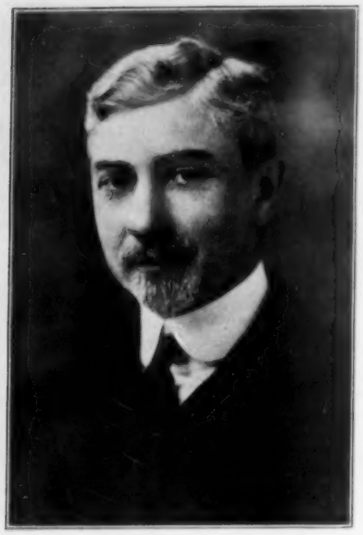
It is intended that the product of the Underwood Computing Machine Company shall be of a character to meet that growing demand for inbuilt features, with the principles of the Underwood typewriter as the basis of present and future production. Computing machines will be developed, the company's heads believe, with the typewriter as a feature, that will far transcend any devices now on the market in utility, swiftness, adaptability, and all 'round usefulness. The new company will have a large and efficient staff of the most expert mechanics, engineers and inventors, and will not only turn out products with the highest possible degree of factory efficiency, but will put into the products themselves a quality which they believe no factories in the world can improve upon.

As stated, the calculating machines produced by the new company will be turned over to the Underwood Typewriter Company's selling organization, and the branch offices will handle the entire Underwood line. The fact that these machines are henceforth to be handled by the remarkably efficient selling organization of the Underwood Typewriter Company, being sold directly by that company's trained army of sales experts, is a guarantee of the success of the Underwood Computing Machine Company. In foreign countries an arrangement will be made similar to that which now controls the sale of Underwood typewriters. This new arrangement means that every Underwood agency in the United States will henceforth not only sell Underwood typewriters but Underwood computing machines, thus increasing the scope of its opportunity. The organization of this new, highly capitalized corporation augurs well for the future of the bookkeeping machine industry in the United States. It will do business on such a high plane of efficiency and will push ahead with such energy that not only will success crown the efforts of the new company, but the gospel of efficiency will be carried into new fields and new avenues be opened up for other similar devices.

Office Appliances is most happy to announce the organization of this company under such auspicious conditions.

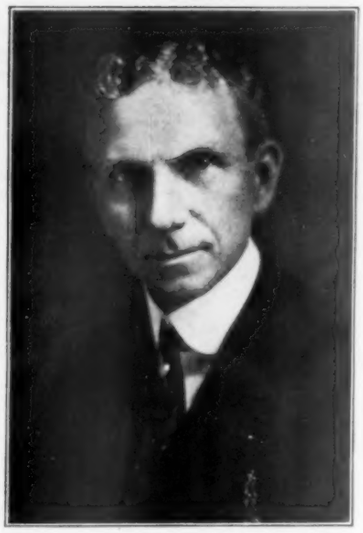
Stocking Now Advertising Manager Safe-Cabinet Company.

While the November number of Office Appliances was on the press word was received from L. D. Stocking announcing his promotion from the position of assistant advertising manager of the Safe-Cabinet Company to that of advertising manager. The announcement of his appointment as assistant advertising manager had been made in the November number, then about to be mailed, and it was too late at that time to announce his appointment to the higher position. Office Appliances believes that this is the most rapid promotion on record, but our friend Stocking deserves every piece of good fortune that has come to him.



F. I. Chichester, President Fox Typewriter Company.

Earl Stokoe, Treasurer and General Manager, Fox Typewriter Company.



Irving Franks, Secretary, Fox Typewriter Company, and Advertising and Sales Manager.

Fox Typewriter Company Goes to New Men.

Earl Stokoe Becomes General Manager and Irving Franks Advertising and Sales Manager of the New Organization.

In the November issue of Office Appliances, on page 139, a short paragraph appeared announcing the reorganization of the Fox Typewriter Company, Grand Rapids, Mich. Office Appliances has just received a more detailed story of the new company and takes pleasure in presenting it here.

The newly organized Fox Typewriter Company held its first directors' meeting at the general offices in Grand Rapids, Mich., on Wednesday, November 3, electing the following officers for the ensuing year: President, F. I. Chichester; vice-president, Howard F. Baxter; secretary, Irving Franks; treasurer, Earl Stokoe.

Mr. Chichester, the new president of the company, is president of the First National Bank of Allegan, Mich. Mr. Baxter, the vice-president, is secretary of the Baxter Laundry Company of Grand Rapids. Neither of these gentlemen has heretofore been connected in an active way with any typewriter organization. Mr. Franks, the treasurer, was an employé of the old Fox Typewriter Company for ten years, first as a branch office manager and later as advertising and sales manager. Mr. Stokoe is one of the oldest employés of the Fox company, having been in their service for twenty-four years, during which period he was several times elected secretary and treasurer of the company. Both Mr. Stokoe and Mr. Franks remained with the old organization until it was taken over by the new one, which they helped to form. In July last they secured an option on all the property and assets of the old Fox Typewriter Company. Mr. Stokoe will be general manager of the new organization, and Mr. Franks advertising and sales manager.

Howard F. Baxter, Vice-President, Fox Typewriter Company.

The Fox typewriter has been manufactured in Grand Rapids for the last sixteen years. While the sale of this machine has not been so large as that of some other machines, it is regarded as among the leaders in modern high grade typewriters. Its makers claim for it a number of distinct and very desirable features exclusively its own.

The manufacturing plant is located at Grand Rapids on the river front, just above Bridge street bridge, in an ideal situation for the manufacture of typewriters. The factory is equipped with the best modern machinery and its present inventory value is $254,000. The manufacturing facilities of the Fox plant enable the company to produce all of the parts which enter into the construction of their machines, with the single exception of the rubber platens and the celluloid finger buttons. It is stated that orders for Fox typewriters have been coming in so freely during the past sixty days that it has been necessary to run the factory nights to supply the goods promptly. Many of these orders have come from foreign countries, where the company has recently sent a special representative to call on its old dealers and to secure new ones.

It has been reported from time to time that the Fox Typewriter Company intends to move its manufacturing plant to another city. The officers of the company, however, state emphatically that no such move is being considered in any way, and that in addition to their present plant they own a fine factory site of five acres in another part of the city on two railway lines. The "Made in Grand Rapids" label is to become a permanent feature of all Fox typewriter advertising.

The new board of directors of the Fox Typewriter Company is as follows: F. I. Chichester, W. S. Shaw, Howard Baxter, Earl Stokoe and Irving Franks.

The reorganized Fox Typeyriter Company will immediately begin a vigorous campaign to increase an already established business.

Exhibit of The Addressograph Company.

Where the Dictaphone Talked.

Booth of American Multigraph Sales Company.

Todd Protectographs Were Demonstrated Here.

Exhibit of Burroughs Adding Machine Company.

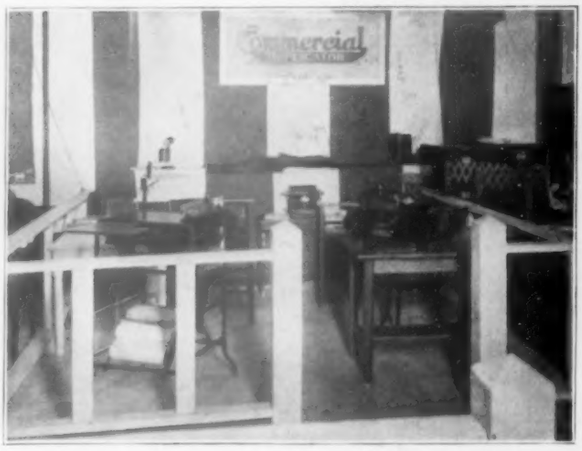


Exhibit of Commercial Duplicators Made by Duplicator Manufacturing Company.

Some of the Booths at the Recent St. Louis Business Show.

A Business Show in St. Louis.

The second annual Business Equipment Show was held at St. Louis during the week of November 8 to 13, under the auspices of the Business Equipment Association of St. Louis. The show was held in a large ground floor room of the Central National Bank building. A number of houses showed leading lines and various widely known office machines and devices were exhibited by their respective agents, members of the Business Equipment Association.

Blood's Office Equipment Company showed Proudfit loose leaf goods, with A. D. Johnson in charge, and also exhibited Sengbusch inkstands, Browne-Morse Company filing devices, Dietz desks, Taylor Chair Company's chairs, Fireproof Furniture & Construction Company's metal furniture, the lines of the Danner Manufacturing Company, those of the Boston Specialty Company, and of the Automatic Pencil Sharpener Company.

Concerns having separate exhibits were as follows: Duplicator Manufacturing Company, Chicago; The Measuregraph Company, St. Louis; Burroughs Adding Machine Company, Detroit; the Todd Protectograph Company, Rochester; the American Multigraph Sales Company, Cleveland; The Dictaphone, New York, and the Addressograph Company, Chicago. The Southwestern Telegraph and Telephone Company of St. Louis also had a most interesting exhibit.

The exhibit of the Burroughs Adding Machine Company was in charge of J. A. Boyer and W. T. Treadway. In addition to several new Burroughs machines there was shown an adding machine which had been in active service in the St. Louis city hall for twenty-five years. During the week the Burroughs company held a contest for accuracy and speed. Two hundred and fifty checks were provided, made out by the Todd Protectograph Check Writer. This contest was open to anyone, and three prizes were distributed of $25, $15 and $10, respectively. It was held under the auspices of the Bank Clerk's Association of St. Louis, who furnished the judges from among their ranks. Special prizes were also provided for the ladies in this contest.

The Protectograph exhibit was in charge of A. E. Erbes, general agent, St. Louis.

The St. Louis Business Equipment Association is composed of division managers and dealers in non-competitive lines. The show was held downtown this year in order that the business men might have an opportunity to attend. The room was equipped with telephone poles and wires connecting all booths through a central exchange. The daily attendance at the show was about four thousand.

The Southwestern Telegraph and Telephone Company put on a contest, offering prizes of $25, $15 and $10, to the winning operators. The contest was confined to operators at private branch exchanges. The company selected certain sentences in daily use by operators and the contestants repeated these sentences into a Dictaphone. The judges thereafter listened to these records and decided which voice would produce the most pleasing effect if heard over the telephone. This contest was announced by the telephone company in a circular bearing the caption, "The Voice with the Smile Wins."

The Exhibits.

ADDRESSOGRAPH COMPANY'S exhibit included a full line of hand driven machines, also Auto No. 1 and Auto No. 3, Hand, Office and Uplo Graphotypes for making address plates. All regular models as well as the F-2 B Electric Drive Ribbon Addressographs for filling in form letters were shown for the first time in St. Louis.

The exhibit was in charge of Thompson Brothers, ably assisted by D. W. Hall from the home office, and a corps of demonstrators.

AMERICAN MULTIGRAPH SALES COMPANY. This exhibit included a complete line of high speed motor driven machines. A special feature was a new Multigraph printing machine, arranged with a large cyclom-

New Building of the American Clip Company at Long Island City, New York.

Quality and Service

versus

Cheapness

As Competition at the present time has as its basis cheap prices without regard to quality, then surely "as the life of trade" it is a dead letter.

We therefore propose COMPARISON as the true stimulator of trade, to the advantage of the consumer who, desiring to purchase articles of genuine merit, can only assure getting such by *comparing* the standard goods sold at a fair price with those being sold at seemingly low prices. The result is always in favor of the higher priced article. Try this when next in need of

Typewriter Ribbons and Carbons

Send for our catalog and terms and remember:

We meet every condition **We fill every requirement**

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AGENCIES: ALL OVER THE WORLD

Brown's Linen Ledger Paper

Their Books Are Their Fortune

A BUSINESS without its record books is like a ship without a rudder. And since ledger and record books are so important, it is mighty important that they be made of good ledger paper.

That's why you should recommend that your customers buy books made of Brown's Linen Ledger Paper.

This famous ledger paper will insure record books which will bear legible imprints forever, without deteriorating in color or strength.

Most of the Manufacturers of good Ledger Record Books use Brown's Linen Ledger Paper. Look for the watermark reproduced below. Write us for sample books and list of manufacturers using Brown's Linen Ledger Paper.

L. L. BROWN PAPER CO.
ADAMS, MASS.

FACSIMILE OF WATER-MARK
L.L.BROWN PAPER Co.
LINEN LEDGER

eter which counted the printed matter, which was turned out at a speed of 7,500 per hour. This machine was demonstrated in the front window and was of such attraction that at times the street was completely blocked by the crowds. The company considered the show a great success, reporting several sales and a great deal of prospective business.

W. H. Hartley, the new division sales manager for the Multigraph company at St. Louis, was in charge of the exhibit, assisted by a force of salesmen.

DICTAPHONE, THE. Much interest was manifested in the Dictaphone, and a large number of prospects secured. The exhibit was in charge of F. L. Scott, manager, and C. V. Scott.

DUPLICATOR MANUFACTURING COMPANY had on display a line of their new model Commercial Duplicators.

The exhibit was in charge of Charles A. Bergsten, assisted by L. A. Perkins and M. B. Locke of the home office at Chicago.

MEASUREGRAPH COMPANY, THE, occupied booth No. 4. The two types of retail machines which the company manufactures were demonstrated, i. e., the machine for the yard goods department and the ribbon machine.

Charles S. Blood Co.'s Exhibit of Office Furniture.

A special feature of this exhibit was a glass counter show case in which were a hundred or more purchases of silks, dress goods, ribbons, etc., made in stores in all parts of the country. The object of this display was to demonstrate the value of the Measuregraph to both merchant and customer in giving correct measurement at all times, and how the machines will help the clerk in making all computations automatically and correctly.

American Clip Company in New Home.

Owing to the increase in the volume of its business the American Clip Company has moved from its factory in the city of New York to a new factory which the company has recently completed at the corner of Beebe avenue and William street, Long Island City, where the productive capacity of the manufacturing department will be quadrupled.

They are planning a still greater increase in production, as, at the present time, they are running twenty-four hours a day every day except Sunday. As soon as they can get equipment they will add to the output. As the building was built particularly for their business it affords greater facilities than those the company has ever enjoyed before for proper production.

The credit for the development of the business is said to be largely due to F. J. Kline, the general manager of the company. The Acco line of clip files, paper fasteners and paper clips is in a considerable measure the product of Mr. Kline's personal efforts.

A picture of the new factory appears on page 58.

Mr. Zecha Extends Thanks.

L. Zecha, proprietor of the Soekaboemische Snelpersdrukkerij, Soekaboemi, Java, thanks the manufacturers who recently sent him literature and samples in care of Office Appliances. Although it will be impossible to thank each manufacturer individually, Mr. Zecha will later write to all in whose lines he is interested. His present address is at the Knickerbocker Hotel, New York, N. Y.

ACCOUNTABILITY

We offer "Panama" with a full understanding that we hold ourselves strictly accountable for every sheet and every ribbon and that obligation extends not only to the dealer but also to his customer. We have this well in mind when we buy the ingredients for Panama, when we manufacture, when we ship, and when we have any criticism. Panama is made and sold with our guarantee that it will give satisfaction.

Different machines and conditions require different grades. There is a Panama grade made to best fill every requirement.

Manifold Supplies Co.

A. L. Foster . . . . . President
O. G. Ditmars . Vice President

The largest manufacturers of Carbon Paper in the world.

188 Third Ave., Brooklyn, N. Y.

Getting Business
with Good Stationery

Business stationery on Old Hampshire Bond is good business for you to get, and it will help your customers get good business.

Why not plan to make a special Old Hampshire Bond campaign for the next two or three months. Your customers, if you are cultivating the right class of trade, ought to be the kind that would appreciate Old Hampshire Bond, especially when the paper is brought to their attention in the right way.

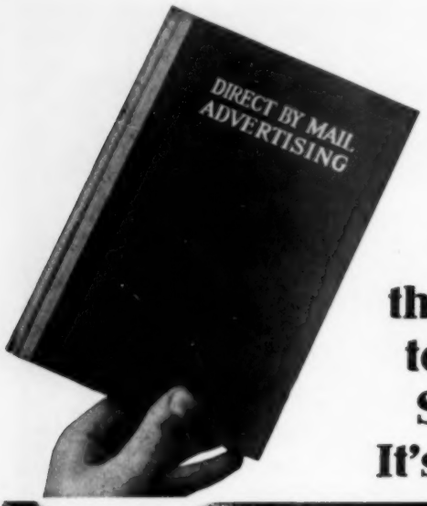
If you are interested in this suggestion, we can co-operate, and to good advantage. Drop us a line and allow us to tell you our plan.

Hampshire Paper Company

We are the Only Paper Makers in the World Making Bond Paper Exclusively

SOUTH HADLEY FALLS - MASSACHUSETTS

MEMBER
PAPER MAKERS
ADVERTISING CLUB



This Book Points the Way to More Sales—It's FREE

IF you're not getting all the business it's possible for you to get—this book has some interesting *experience-facts* for you. It shows how to corral good business you're now missing—*how others are doing it*

ELLIOTT
Addressing Machines

DIRECT BY MAIL ADVERTISING will be sent without charge or obligation to any officer, advertising or sales manager. We expect the facts it reveals will help sales of Elliott Addressing Machines which are invaluable for addressing mailing lists of 100 or 1,000,000. Capacities—1500 to 4000 an hour. A $35 model equals 15 hand addressers in speed.

The Book is 56 pages, 5⅛x7⅛ inches in size. *Write for it today.* Sent free to any Advertising Manager, Sales Manager or Business Executive who will write and ask for it, using a business letterhead. Or the book will be sent to ANYONE on receipt of 50 cents.

THE ELLIOTT COMPANY
145 Albany Street, Cambridge, Mass.

Todd Company to Make Peerless Check Writing Machines.

Announcement has just been made of the purchase by the new Todd Protectograph Company, formerly the firm of G. W. Todd & Co., of Rochester, N. Y., makers of the Protectograph, of the patent rights and good will of the Peerless Check Protecting Company in the Peerless check writing machine. This agreement was brought about, it is understood, by the expensive and destructive litigation which has been pending between these companies for some time, both before the courts and in the Patent Office. Recently in Pennsylvania the Todd Company won a case involving the mechanism for shredding the paper, and it is believed that this brought about the merger sooner than might otherwise have been accomplished. Among the stockholders and directors of the Peerless Company are Albert E. May, the Lintz estate, Charles Sampson, president of the company and a former Todd employe, and James L. Whitley, an attorney and former assemblyman.

In reporting this sale, the Rochester Herald of November 10 said in part:

"While its manufacturing and sales never have reached an extent approximating those of the Todd Company, the Peerless product is widely known, and its sales have been large.

"In sixteen years the business of the Todd brothers Libanus M. and George W., has grown amazingly. The brothers started in a little workroom in Exchange street. Libanus worked at the bench on the device that is now known throughout the world, and George was the sales manager, advertising manager and general boomer of the product.

"Not long ago the increasing demand for the Todd machine made it necessary to seek quarters where the manufacturing might be expanded to meet that demand. The company then took over the plant in University avenue of the Stromberg-Carlson Telephone Manufacturing Company. The Todd company is now making use of 150,000 feet of floor space in the telephone company factory, and subletting the remainder of the space to the Stromberg-Carlson firm."

Adair Sells Right to Widely Known Patents.

James Adair, who has long been known in connection with the spiral spring glass base Adair pen rack, has sold his patents for that article to Cushman & Denison Manufacturing Company, who will in the future handle these goods.

Mr. Adair originated the first spiral spring pen rack, upon which he took out his first patent in 1866. He was at the time an accountant and made the invention for his personal needs. The first pen rack was made at his home with a piece of wire and part of a curtain fixture. He took out the patent himself without the assistance of an attorney, and without ever seriously attempting to manufacture the goods himself, sold the patent to B. & P. Lawrence, stationers, of William street, New York, for enough to buy three and one-half acres of land and build a house.

Mr. Adair was born in what is now Pittsburgh in 1839 and began his career in the Adamantine Candle Works of Pittsburgh in 1852. Most of his business life was spent with the Hussey Steel Works, which afterwards were taken over by the Crucible Steel Company of America. Mr. Adair afterwards was secretary and treasurer of the McClure Coke Company and later of the Pennsylvania Title & Trust Company, both of which became merged with other institutions.

The International Novice Championship Typewriter Contest

At the Annual Business Show at the Sixty-ninth Regiment Armory, New York, October 25, 1915,

WAS WON BY

Miss Hortense S. Stollnitz

Operating a Model 10

Remington Typewriter

Miss Stollnitz wrote 114 words per minute net for fifteen minutes, a world's record *for novices* in International Championship Contests

This novice event is open only to those who have never used a typewriter previous to September, 1914. It is therefore the one event that gives a real indication of the machine's part in the development of speed in typewriting.

The question of typewriter merit is not determined by what the exceptional operator of exceptional training can do, *but by what the average operator can do.*

And the best answer to this question, afforded by any speed contest, is, *what can the novice do?*—for the novice stage is the stage through which all operators must pass.

By this test the Remington has proved itself to be THE operator's machine—the machine which enables the operator to do the most and the best work from the very outset, and ever after.

Remington Typewriter Company

[Incorporated]

New York and Everywhere

This New TYPEWRITER CARBON "GLORIA" BRAND

Is far-away and beyond Cheap Competition

The very style and appearance of the box makes a good first impression.

When opened, the distinctive and unique appearance of the sheet adds to the customer's good opinion. Trial on the typewriter confirms both.

The clean, strong write and durable properties of this Brand are also important features.

Mr. Dealer: You need something different from the ordinary run of carbon papers to protect your fancy trade. Gloria Brand shows quality all the way through.

Sample box for responsible dealers.
Order yours today.

The Ault & Wiborg Co.
MANUFACTURERS
Factory—Cincinnati, Ohio
Branch Houses in the Principal Cities

Without neglecting his regular business affairs, Mr. Adair found time to take out thirty-five to forty patents on various inventions, including a grate for burning soft coal, an autographic check protector, an electric rink, which was taken over by the General Electric Company, inkstands, lamp burners, buckles, skates, etc.

The glass base pen rack was the only patented article Mr. Adair ever personally dealt in extensively. Immediately after delivering the papers, Mr. Adair received some good orders which, of course, he had to decline, but which gave him the satisfaction of showing that the new owners will profit by their bargain.

Cash Register Salesmen Hold Big Convention.

A three days' convention of the salesmen of the National Cash Register Company was held at Dayton, O., beginning Monday, November 8. This convention was reported and illustrated in great detail by the Dayton Journal. On the evening of November 10 one of the greatest night parades in the history of Dayton was held, when 800 N. C. R. salesmen were escorted to their trains by the local employés. Almost five thousand men and women were in the line of march, walking four abreast with about five feet between the lines. The parade was about a mile long. Six bands and two drum corps were spaced between the marchers. The procession started at 7 p. m., all of the marchers wearing white hats and carrying American flags. All the men carried red fire, different sections lighting their fire at intervals in order that the entire line of march might be illuminated. Over 100 banners and transparencies appeared in the procession, painted with the names of the divisions of the selling force and of the factory, and with N. C. R. slogans and mottoes. Red and green powder were burned along the line of march, which began from a point on North Main street, thence to the monument, countermarching south on Main street to Third street, west on Third street to Ludlow, and north on Ludlow to Monument avenue. During the time the parade was in progress the factory and office buildings were illuminated from cellar to garret.

During the convention able speakers presented many valuable ideas. A. F. Siebert, a store systems expert, presented an address on the advantages of the small store. He said in part:

"What we want to do is to show the difference between the small store and the large department store, and the many advantages that the small stores have over the larger department stores.

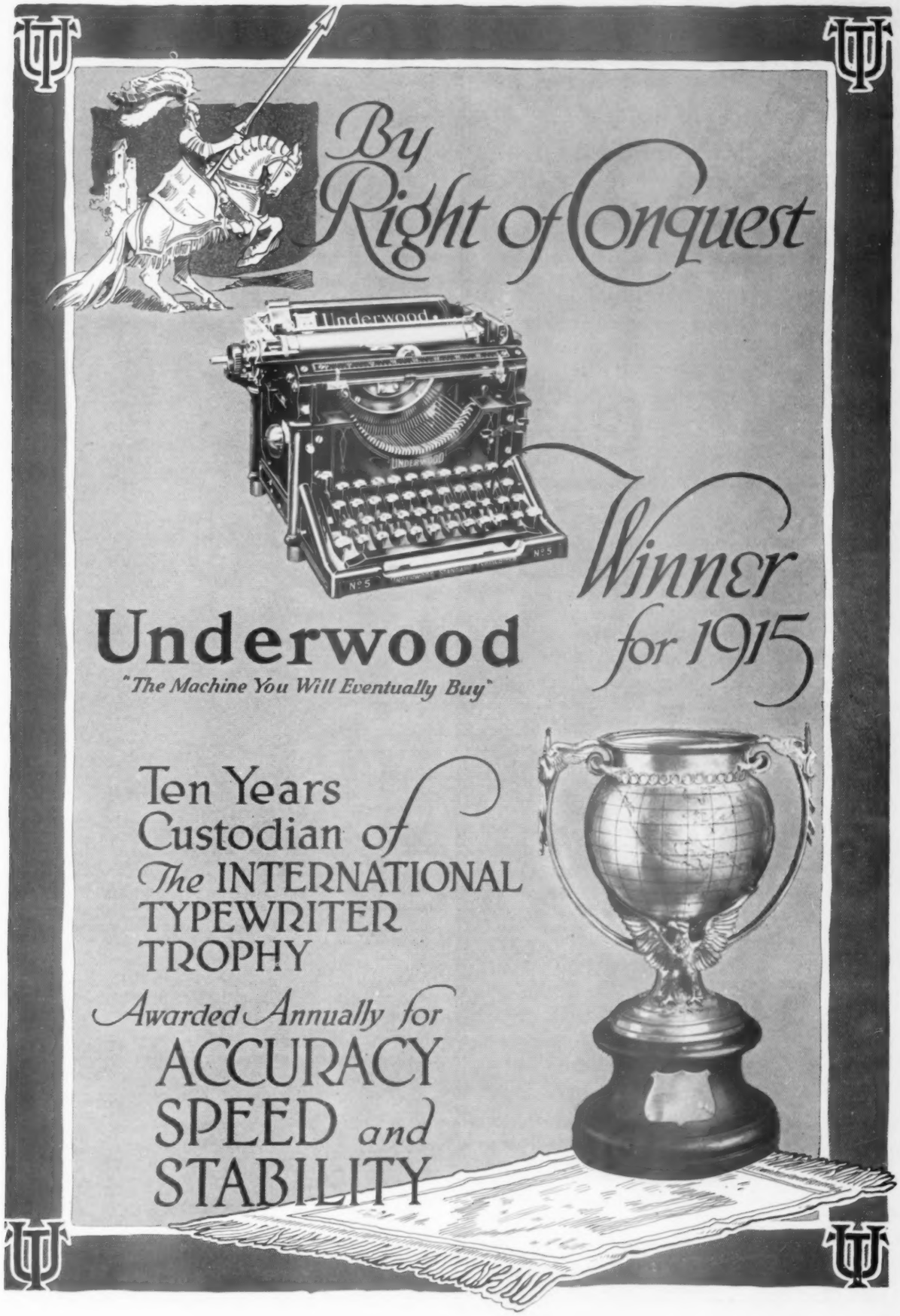
"The department store consists of a great many units of stores, all operated under one roof, while the general store, or ordinary store, such as the grocery, drug, clothing, confectionery, etc., are stores in which the goods are not charged to any particular department, and where there is no account kept of loss or gains by any particular department. With the large store, each one of these units is charged with the goods that are sent to that particular department and then the credits are arrived at by the cash receipts of that particular department.

"There are a great many people who seem to feel that the department store today is crushing the small merchant, and that the young man who has a small amount of capital has no chance in the business world today.

"This is by far a wrong conception of affairs. As a matter of fact, the young man in business today has more advantages than the department store which attempts to enter that particular line of business."

In his address to the salesmen assembled at the convention, President Patterson of the National Cash Register Company extended hearty greetings and thanks for the work that has been done since the last meeting. He said the salesmen were welcomed now with double enthusiasm because of the promise of unprecedented prosperity which this nation is bound to experience. He stated that no other class of salesmen are so closely identified as cash register salesmen with the conditions of trade. They come into contact with all places where merchandise is sold and distributed, and talk to thousands of retail merchants, who are in closer contact with conditions in merchandising than anyone else.

The convention consisted of the American selling force


By Right of Conquest
Underwood
Winner for 1915
Underwood
"The Machine You Will Eventually Buy"
Ten Years Custodian of The INTERNATIONAL TYPEWRITER TROPHY
Awarded Annually for
ACCURACY
SPEED and
STABILITY

The
GRAVITY
PENCIL POINTER

This machine is a real machine, designed and made by a great manufacturing plant. It is made on scientific principles for long and accurate service and constant use. *A patented grip*, adjustable to any size of pencil up to ½" diameter, holds the pencil permitting it to feed automatically at just the right pressure against the cutting mills by the sure action of gravity. A novel device *stops* the cutting when the proper point is obtained. There is no lead wastage. The machine *cannot over*-sharpen. It may be set for three different points, sharp, medium and blunt. It makes a concave cut that strengthens the point.

30 Days' Trial

Send $5 for this machine, on a 30 days' trial. Money refunded if Kon Kave Kut is not equal to every claim made for it as the best and most economical pencil pointer ever made. We stake our reputation on every statement. Write today.

Representatives
are still wanted for some choice territory. Capable dealers and specialty men should write at once for our proposition.

The Traut & Hine Manufacturing Co.
New Britain, Connecticut
Sales Office, 1 Union Square, New York

of the National Cash Register Company from Canada, and from the Atlantic division, the eastern, the western and Pacific divisions of the United States.

On Monday night the visiting salesmen enjoyed a series of moving pictures shown in the auditorium of the factory, dealing with many improvements and with various attractions. Pictures thrown on the screen demonstrated the vast difference between the part of Dayton where the factory is located a score of years ago and at the present time. This location, once sadly neglected, now presents aspects of beauty secured through the consistent efforts of the National Cash Register Company and their employés. The Lyman Howe pictures of the making of the cash register proved to be a most interesting feature of the program.

In addition to speeches and addresses during the convention by prominent merchants and a dozen or more salesmen, short talks by department heads of the factory were presented. A message was read from the Hon. Myron T. Herrick, former ambassador to France, to which the salesmen sent the following reply:

"Honorable Myron T. Herrick, Cleveland, O. The salesmen of the National Cash Register, in convention assembled in the name of President Patterson and the convention, have had your message of congratulation just read to them and wish you in return success and happiness."

Prizes were awarded on Tuesday evening to members of the Hundred Point Club, an organization of the company's best salesmen. The first man to sell $30,000 worth of cash registers becomes president of the Hundred Point Club for the ensuing year. The present president is H. S. Benjamin, one of the company's youngest salesmen. He recently succeeded his father, J. A. Benjamin, as head of the New York office.

An Extended Business Show Display.

The Art Metal Construction Company thought so well of the display which its force got up at the New York Business Show, that it is preparing a circular of the exhibit. This circular will be sent to the trade very soon and will include a description of each feature of the exhibit. Particular mention is made of the mahogany finish exhibit and the olive green exhibit.

The booth was divided in the center, with the mahogany exhibit on one side and olive green on the other. The furniture shown consisted of one 60 inch roll top desk, one 60 inch flat top desk of special pattern and one of regular pattern, a 55 inch drophead typewriter desk, a 48 inch roll top desk, single pedestal; a four-drawer correspondence file, four-drawer legal file, one 60 inch mahogany table, mahogany waste basket, mahogany swivel steel chair. This chair was a work of art in steel construction, fully upholstered, comfortable and highly serviceable. Convenience and practical serviceability were features of all the furniture shown at this booth.

The olive green exhibit consisted of one No. 1 Amco fireproof safe with steel interior, one plan file, one card ledger desk, one four-drawer letter file in the new maroon finish, one semi-finish four-drawer vertical file, one section of counter height units, one section of new book case units, one stack of half sections showing a letter file and document sections, one section of two lockers, size 15x12x72; one vault truck for bank use, one stack of four sections of transfer cases, four patterns of steel waste baskets in small size for office use, and a tall basket designed for brokers' offices where a device is necessary for taking care of waste ticker tape.

All of the foregoing articles will be fully described in the circular.

Weis

Disc Record Files

Now Made for Three Styles Victrolas

The immense popularity of the No. 1600 Victrola outfit and the numerous calls for our practical indexing arrangement for the smaller Victrolas prompted us to add these files to our line.

No. 1116 Record File (for the $100 Instrument) consists of a cabinet similar to the No. 1016. It holds 80 records, 40 ten inch and 40 twelve inch. Each record has its individual pocket, indexed for quickest finding, index book, gummed numbers and instructions for indexing with each file. There are also two shelves for storing surplus records.

Victrola XI Equipped With No. 1116 Record File

No. 1016 Record File for Victrola X

Record Files are substantially built of Oak, finished Golden or Fumed and Birch Mahogany. The file occupies the entire space beneath the motor. Take doors of record compartments off Victrola, remove albums or shelves and slide the new record file into place. Doubles the pleasure of playing records. Provides a systematic indexing method so that records may be found instantly without handling any but the record wanted.

No. 1016 Record File (for the $75 instrument.)

The sloping partitions or horizontal shelves usually furnished with this popular instrument makes systematic indexing difficult if not impossible. With No. 1016 Record File, one can find any selection instantly.

No. 1016 holds 70 records, 30 ten inch and 40 twelve inch. Each is indexed in its own pocket. Index book, gummed numbers for indexing records, and instructions with each file. Simply remove the shelf or interior in your Victrola and slide this new, practical file into place.

Mr. Dealer: The Holidays will soon be here. More of these popular instruments will be sold than ever before. Why not be one of the leaders, or perhaps *the* man, in your town to stock this popular and profit-producing line as well as our handsome and practical Sectional Files for sheet music and player rolls. Write today for discounts and complete information.

Record Files For 10 and 12 inch Records

Made of tough binders' board with cloth re-inforced corners. Deep brown covering. Top fastens with snap catch. Leather pull on end to facilitate easy handling. Designed to be used for surplus records or for use with instruments which have no filing space. Each file holds 12 records, which are filed between numbered guide cards that are locked in the file. No rubbing or scratching face of records. Index sheet supplies spaces for indexing records with one or two playing sides. Made to retail at moderate price.

No. 1001 No. 1202

The Weis Manufacturing Co.

162 Union Street Monroe, Mich.

New York Office—75 John St.

Weis Desks and Files

Are Made Complete and Extremely Efficient by Using The Varied Assortment of Filing Drawers

Have a demonstrating desk or file on your floor. With the aid of our catalog it is an easy matter to show your customer an arrangement that will beautify his office as well as meet his requirements.

No. 1888

Weis Filing Desks

are made in single and double pedestal, cap or letter widths in a wide range of beautiful finishes. Have useful filing drawers instead of comparatively useless storage drawers. A file and a desk combined is many times more efficient than separate desk or file. There are ten kinds of drawers for filing Letters, Index Cards, Checks, Vouchers, Blanks, Etc. We assemble the assortment of drawers you select, and thus supply "a complete office on legs" at the price you ordinarily pay for either the file or desk.

Left Side Cap Width contains Drawer D, Drawer F and Drawer A. Drawer between pedestals. Back panel closes space between pedestals. Top 28x58 inches.
Right Side Cap Width has Slide Shelf, two Compartment L and one Drawer H.
Description under filing drawers shown at bottom of these two pages apply to Letter Size. They are also made in Cap Size, 15½ inches wide.

Weis Typewriter Filing Desk

With Your Choice of Filing Drawers
(Shown below)

Shipped Knocked Down, folded flat very easily assembled

No. 444

If you're not a Weis Dealer

You are invited to "join the procession". We co-operate to the fullest extent with our representatives. Direct inquires, received in response to our general advertising, are referred to the dealers in the town in which the prospective customer lives. Will you write us today and say you are interested?

The Weis Manufacturing Co. 162 Union St. Monroe, Mich.

Drawer A

Capacity 5000 letters. Inside dimensions, 10" high, 12¼" wide 22¾" deep. Equipped with Follow Block.

Drawer B

Two Compartments Document or Voucher File. Inside each compartment 10" high, 5⅞" wide 22¾" deep. Equipped with Follow Blocks.

Drawer C

For 3x5 cards. Two Compartments. Total capacity over 4500 cards. Equipped with Steel Follow Blocks.

Drawer D

For 4x6 cards. Two Compartments. Total capacity over 4500 cards. Equipped with Steel Follow Blocks.

Drawer E

For Cancelled Checks. Inside dimensions, 4½" high, 9½" wide 22¾" deep. Steel Follow Block and Removable Rod.

Our Extensive National Advertising Assists Materially in Your Selling

Advertisements appearing in such high class publications as Saturday Evening Post, Cosmopolitan, Literary Digest, Printers' Ink and many others, produce results. Every inquiry we receive helps some dealer. It makes *Weis* lines easy to sell. Workmanship, construction, capacity, service and price considered, you give your customers better value for every dollar invested than in any other line.

No. 421

Weis "421 Line" Solid Oak File

For filing of Letters, Invoices, Legal Blanks, Cards, Etc., dominates the low priced files on the market. Recognized as a standard wherever letter file values are discussed. Many years of satisfactory service prove this line one of exceptional merit.

The Prices Have Recently Been Reduced

Which is another lever for quick and easy selling. Made in solid, seasoned Oak, finished Golden, Natural or Weathered, also in Birch Mahogany. Each frame-joint is interlocked, glued and held with two screws. Cabinets are almost wear-proof. Drawers are dust protected and are fitted with self-locking follow-blocks or compressors. Roller Bearings under points of greatest bearing make drawers roll easily, even though loaded to capacity.

Demonstrating Cabinet

Made in two, three and four drawer heights in the letter and legal cap sizes, two, three, four and five drawers high in the invoice size. Specially arranged cabinets in various heights according to arrangement of filing drawers selected.

Get Catalog "J"—Ninety-six pages of office furniture, stationery supplies and specialties for the office.

Write today—you'll be interested

The *Weis* Manufacturing Company

162 Union Street

Monroe -:- Michigan

New York Office—75 John St.

Made in Canada by The Knechtel Furniture Company, Ltd., Hanover, Ontario

Drawer F

Small Storage Drawer, Plain, Solid Bottom. Inside dimensions 4½" high 12¼" wide, 22¾" deep. Two removable partitions.

Drawer G

Large Storage Drawer, Plain Solid Bottom. Inside dimensions 10" high, 12¼" wide, 22¾" deep. Two removable partitions.

Drawer H

Three Compartment Document or Voucher File. Inside each compartment, 10" high, 3¾" wide 22¾" deep. Equipped with Follow Blocks.

Compartment L

Contains three Legal Blank or Electrotype Drawers. Inside dimensions, 1⅛" high 11" wide, 22" deep, with removable partition.

Compartment M, Open

For 5x8 Cards and Blanks. Contains two Blank Drawers like L and a large Storage Drawer with a No. 1158 Card Index Tray complete. Drawer 6½" high, 12¼" wide, 22¾" deep inside.

Weis Plain and Holly Wrapped RECIPE CABINETS

Always move fast at Christmas time. Are you ready to supply your customers? Made in 3x5 and 4x6 sizes, 250 and 600 card lengths. Each tray equipped with set of 23 guides marked "Bread", "Cereals", "Sauces", Etc., and either 100 or 300 Horizontal ruled cards upon which recipes may be written or pasted. The wrapped trays are neatly covered with illuminated Holly paper around which is tied a red ribbon with presentation card, the whole again wrapped in transparent Waxine paper. Very attractive and appeal instantly to Xmas shoppers. Write today and say you're interested, We'll be glad to send you price list and discounts. We also furnish neat display card for your counter or window.

A New 3 x 5 Midget

Now offered to meet the demand for a cheaper tray. Made in Plain Golden Oak, equipped with set 20 division alphabetical guides and 100 Horizontal ruled cards. Extremely low in price. Write for particulars.

Stationery Storage Cabinets

Made in Quartered Oak, Golden and Natural finish, also Birch Mahogany.

Handy cabinets for keeping enough stationery, envelopes, etc., for daily use, at hand, easily accessible yet protected from dust and flies.

No. 150 Without Lid

Stationery Cabinets have compartments for letter, cap and note size papers, invoices large and small envelopes, etc., and a drawer for carbon papers, erasers and miscellaneous accessories. Are solidly constructed of seasoned lumber. The Quartered Oak is nicely flaked. An ornate and practical desk accessory.

No. 140 Open

The Weis Manufacturing Co.

162 Union Street

Monroe -:- Michigan

New York Office
75 John Street

Address Mail to Factory

Chicago Display
511-515 S. Wabash Avenue

PHILADELPHIA

BUSINESS SHOW and EFFICIENCY EXPOSITION

March 13th to 18th inclusive, 1916, at the FIRST REGIMENT ARMORY, Broad and Callowhill Streets.

Under the same management as the successful New York, Chicago and Boston Business Shows.

An exceptional opportunity for wide-awake manufacturers of business equipment to demonstrate their products to the buyers of Philadelphia and vicinity.

Many prominent firms have already engaged space and are co-operating with us to make this the biggest and best Exposition of the kind ever held in Philadelphia.

TO INSURE BEST CHOICE OF SPACE SEND NOW FOR FLOOR PLAN AND DETAILS

ANNUAL BUSINESS SHOW CO.

FRANK E. TUPPER, President NATHAN W. TUPPER, Vice-President

150 NASSAU STREET, NEW YORK

ACME SURE-SHOT BINDER

It's called the "Sure-Shot" because one stroke on the knob will "turn the trick" every time, and the anti-clogging device throws off the bits of paper and metal so that they can't interfere—ever.

There yet remains to be invented a device which will equal Acme Binders for speed, neatness of work, permanency, and narrow binding-margin.

You just fill the magazine, which holds one hundred staples, and your "Sure-Shot" is ready to bind quickly, neatly, and efficiently anything from the thickness of a sheet of tissue up to one-quarter of an inch.

Just think of the field that opens up for you—office men, professional men, salesmen with samples of cloth, paper, etc., furniture and rug salesmen with their photographs—and so on ad infinitum.

Write for our booklet and let's tell you what you can make on our proposition.

Acme Staple Co., Ltd.
1643-1647 Hadden Ave., Camden, N. J.

Canadian Representative:
Ernest J Scott & Co.,
59 St. Peter St.,
Montreal

European Agents:
Progress Typewriter Supply Co., Ltd.,
8-9 New Zealand Ave.,
London, E. C.

Abbott Resigns from Art Metal Company.

Charles F. Abbott, until December 1 assistant general manager of the Art Metal Construction Company, has resigned that position on account of the pressure of personal affairs which demand his attention in New Hampshire.

Mr. Abbott entered the office appliances field when E. St. Elmo Lewis became vice-president and general manager of the Art Metal Construction Company. As assistant to Mr. Lewis he was responsible for a great deal of valuable work and many timely and practical plans and ideas. He brought with him an intensive business experience. He is a careful student of business efficiency, methods and the principles he had learned he applied with success. Office Appliances hopes that Mr. Abott will return to this field and continue to carry out among us those principles of business administration which are so essential to the success of modern enterprises.

Mr. Abbott will devote the next two months to attending to matters of personal business. He has now, he states, no definite plans to put in operation when this business shall have been completed. Mr. Abbott's permanent address in Boston will be in care of the Flintkote Manufacturing Company, 88 Pearl street.

Charles F. Abbott.

The resignation of Mr. Abbott called forth numerous expressions of regret among his wide circle of friends in Jamestown. The Jamestown papers published editorials regarding the announcement of his intended departure. It must be a source of great satisfaction to Mr. Abbott to realize with what esteem, respect and affection he was held by the people of Jamestown. Every newspaper in the city published articles praising his work as a member of the Jamestown Board of Commerce, and as assistant general manager of the Art Metal Construction Company.

On the evening of November 18, Mr. Abbott addressed a meeting at Bemus Point, the occasion of the meeting being a movement for a greater Chautauqua Lake settlement. Mr. Abbott is chairman of an organization known as the Live Wires, and in his address pointed out the many advantages of Bemus Point both as a summer resort and as a winter resort, in which respect its possibilities are still undeveloped.

Office Appliances regrets that Mr. Abbott is to leave the field of office equipment, but trusts that his fine abilities will again and soon find an opening in this department of industry.

Get this Royal Master Model 10 —it ends two great typewriter evils

Big business demands dollars-and-cents value — and big business chooses the Royal.

Big business buyers have no sentiment. They purchase *results*.

An order for Royals with them is an *investment* not an *expense*. They demand a typewriter which will do the *finest* work in the *quickest* way—*and will stand up to the most strenuous service.*

The steadily increasing sales of the Royal prove better than anything else that keen, shrewd buyers *know* that it is built to do its work *better*, to do *more* of it, and *to keep on doing it.*

Every buyer and user of the Royal knows that it ends the two great evils of the typewriter business—*excessive repairs* and "*trading-out.*"

This means *value*—not only the day you buy the Royal, but for years afterward. Thousands upon thousands of Royals of earlier models are constantly in use—giving the highest class service today—showing that Royal principles are right.

Buy the Royal and quit "trading-out." It is the one typewriter whose owner does not lose time and money through constant "trading-out."

And the very qualities and features which end the two evils—*excessive repairs* and "*trading-out*" — are naturally the ones which produce the perfect press-work and reduce the cost of typewritten letters, two characteristics for which the Royal is famous.

Get the facts. Know the Royal. It will prove itself to you. Telephone or write any branch or agency of ours and have a Royal demonstration now.

ROYAL TYPEWRITER COMPANY, INC. Royal Typewriter Building, 364 Broadway *Branches and Agencies the World Over* **NEW YORK**

EACH year comes to us the new pleasure of repeating the old wish—

Merry Christmas
AND
A Happy New Year

Eaton, Crane & Pike Co.
BY INVITATION
MEMBER OF

NEW YORK, U.S.A.

Eaton, Crane & Pike Co.
PITTSFIELD - MASSACHUSETTS

NEW YORK - Brunswick Building, 225 Fifth Avenue
CHICAGO, 601 Monroe Bldg., 108-110 S. Michigan Ave.
PHILADELPHIA - - - - 1024 Filbert Street
BOSTON - - - - - 387 Washington Street
SAN FRANCISCO - - - - 770 Mission Street
TORONTO - - - - - - 266 King Street, W.

Desk Manufacturers' Convention in Chicago.

The first annual meeting of the now thoroughly organized desk and office furniture manufacturers was held in Chicago, Ill., at the Congress hotel, on the fifteenth and sixteenth of November. The name adopted was The Associated Office Furniture Manufacturers. The reports of the officers and of the commissioner, M. Wulpi, were read and approved, and, the routine business being disposed of, the association took up the remaining business of the convention. The chair announced that an election of officers would take place, and, on motion, the secretary was instructed to cast the unanimous ballot of the association for the re-election of the entire body of officers, together with the directors and the commissioner: This left the officers, the directors and commissioner, as follows: President, J. A. Whitworth, Michigan Desk Company, Grand Rapids, Mich.; vice-president, F. S. Munger, Horrocks Desk Company, Herkimer, N. Y.; treasurer, A. H. Stringe, Commercial Desk Company, Chicago, Ill.; secretary, A. G. Warner, Quigley Furniture Company, Whitesboro, N. Y. Directors—Standard Furniture Co., Herkimer, N. Y.; John Dornette, Jr., the J. Dornette & Brothers Company, Cincinnati, Ohio; O. C. S. Olsen, O. C. S. Olsen & Co., Chicago, Ill.; commissioner, M. Wulpi, Chicago, Ill.

A general discussion of conditions followed the election, showing that much progress had already been made by this association in the correction of certain abuses which have interfered with the sale and distribution of office furniture. The association took action looking to the protection of legitimate dealers in office furniture. Standard finishes of light golden oak and mahogany were adopted so that all manufacturers of office furniture can match up any given sample. Freight matters were discussed in an interesting manner, but no decisive action was taken. A general talk on business conditions was held, and all present were agreed that business was becoming more normal every day. A feeling of optimism prevailed.

We append some paragraphic notes of the details of the meeting:

Nineteen of the twenty-two associated plants were represented.

* * *

Commissioner Wulpi's annual report reviewed the work undertaken and pushed forward during the year. He complimented the members for their hearty co-operation in the work.

* * *

The treasurer's report showed a good condition of finances and a snug balance on hand.

* * *

The freight committee made a lengthy report on the freight situation in the industry. Demonstration was made showing wherein this industry was being discriminated against and the committee asked all desk manufacturers to co-operate in the effort to rectify the present situation. The committee was continued and instructed to push the work.

* * *

The commissioner's report of his attendance at the eleventh annual convention of National Stationers' Association in September at San Francisco, as representative of the desk manufacturers was listened to with no little interest and was given hearty commendation.

* * *

The subject of standard oak and mahogany finish was brought up by Commissioner Wulpi, who made an exhibit of forty-seven samples of finish at present used by desk manufacturers. The question was discussed at length and note was taken of the stationers' requests in this matter. After being referred to a committee, a standard

You Are Paying for the Noise in Your Office!

Noise is expensive.

You are paying the bill!

Of all places in the world where it should be quiet, the office is one. YOU want to think—the clerical force wants to think.

You can't do it in the midst of the rattlety-bang, clickety-clack typewriter noise you have been used to.

Most of the clatter in the office is due to the operation of typewriters. When there is a large number, the confusion is often unbearable and results in decreased efficiency.

The "Silent Smith" will reduce the noise in your office to almost nothing. It will enable you and your help to *produce.*

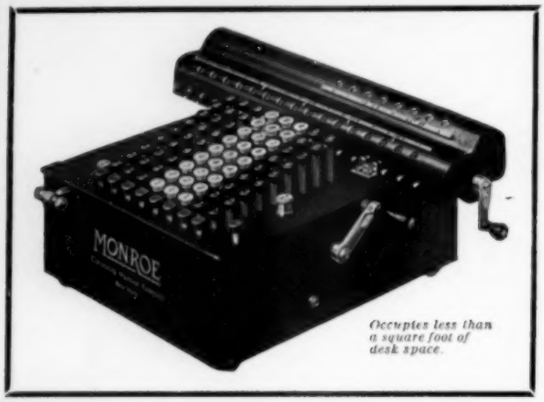
We manufacture and sell a complete line of Silent (8-7-6-3) and Standard (5-4-6-3) Models. Catalog free.

L. C. Smith & Bros. Typewriter Co.

Factory and Home Office
SYRACUSE, N. Y.

Branches in All Principal Cities

BALL BEARING—LONG WEARING



MONROE
Calculating Machine

Writing in 100% Efficiency Magazine on the subject of Factory Routing and Dispatching, George DeA. Babcock, Production Manager of the H. H. Franklin Mfg. Co., of Syracuse, N. Y., says:

"Mental fatigue or aberration causes variables to replace standards. The mind involved in routine work is undependable.

"When calculations, even of a simple kind, are spasmodic, a calculating machine is practically essential for consistent accuracy. The machine must be simple and natural to the operator. It must record exactly and with direct reading what is written on the keyboard. The combinations of calculations for which it is used must be fast.

"In the writer's experience the Monroe Calculating Machine has been found to fulfill these requirements and is used to make all calculations previous to the posting on our Control Boards."

Have you yet learned what surprising economies, coupled with positive accuracy, are being effected by the Monroe in the offices of leading concerns everywhere? If not, write and interesting facts will be sent. Adapted to any business, is the FASTEST machine for all-around figure work—and anyone can operate it.

Monroe Calculating Machine Co.
Woolworth Bldg., New York

Boston, 220 Devonshire Street
Hartford, 18 Asylum Street
Albany, 2 Clinton Avenue
Syracuse, 516 Dillaye Mem. Bldg.
Rochester, 42 East Avenue
Buffalo, 458 Ellicott Square Bldg.
Philadelphia, New Stock Exch. Bldg.
Baltimore, The Falconer Co.
Washington, D. C., Woodward Bldg.
Richmond, Va., 18 So. 14th St.
Norfolk, Va., 913 Nat. Bk. of Com. Bldg.
Atlanta, Ga., 512 Hurt Building
Greenville, S. C., Bank of Com. Bldg.
Pittsburgh, 75 Vandergrift Bldg.
Cleveland, 305 Frederick Bldg.
Detroit, 1312 Majestic Bldg.
Chicago, 330 W. Monroe Street
St. Louis, 944 Syndicate Trust Bldg.
St. Paul, American Bank Bldg.
Denver, 1639 Champa Street
Salt Lake City, Shields Stat. Co.
San Francisco, Merch. Nat. Bk. Bldg
Los Angeles, 509 Vannuys Bldg.
Boise, 210 N. 8th Street

oak and mahogany finish was unanimously adopted, and the commissioner directed to arrange for 12x12-inch samples of same for distribution. The question of other finishes was then discussed at length and a specific extra charge recommended for such finishes and on match-up samples.

* * *

The commissioner's charted report on the present situation as to the relative condition between cost and selling prices of roll and flat top desks proved interesting. It was noted with gratification that members are giving more heed to the difference in cost than was apparent six months ago.

The committee to recommend standard sizes made a lengthy report, and while it met the practical approval of the manufacturers, the matter was referred back to the committee for report at the next meeting.

* * *

The commissioner having reported a request from the National Association of Stationers and Manufacturers that office furniture manufacturers direct a resale price of 66 2/3% over and above cost, the matter was discussed at some length, but it was held that although desk manufacturers strongly approve of it, it is a matter for the stationers to handle.

* * *

The commissioner made exhibit of the character and a list of recent orders received by manufacturers from others than regular dealers, which had been declined by manufacturers. It comprised 148 names. The fact that manufacturers are standing by the determination to eliminate all irregular and curbstone sales was heartily applauded and it was determined to continue this effort, and to free the industry from the practice of selling to other than recognized dealers.

* * *

The executive committee was directed to renew its contract with the Central Bureau of which M. Wulpi is commissioner.

* * *

"A Canvass for Costs of a Plain Desk," reported upon by the commissioner, was of interest and brought forth valuable exchange of ideas. This matter will be taken up again.

* * *

The next meeting will be held in Chicago, January 24 and 25.

A Striking Calling Card.

Office Appliances was recently favored by a call from E. E. Blankemeyer of the Weis Manufacturing Company. He left us with his calling card, which is entirely unique and original. It consists of a yellow slip five inches long and three inches high, with the words "E. E. Blankemeyer called" in large black letters at the top. The "E. E." is above the word "Blankemeyer" and at each side of the name is the familiar Weis name trade mark. Below the word "called" are the words "but coming again about" followed by "A. M." and the numerals "8, 9, 10, 11, 12," "P. M., 1, 2, 3, 4, and 5." At the left hand is the word "today" and at the right "tomorrow." In this way Mr. Blankemeyer can indicate by a check mark on what day and hour he will come again.

"Y and E" Trade Mark Registered in Cuba.

The familiar trademark of the Yawman & Erbe Manufacturing Company, of Rochester, N. Y., has recently been registered in Cuba. The number of the registration is 31,012, dated August 17, 1915, and will run for a term of 15 years; registration can then be renewed. The trademark is also registered in other countries.

It Makes the Stenographer's Work Easy

This is the best thing that can be said of any typewriter. And it happens to be the crowning merit of the

Smith Premier

The stenographer's work is made easy on the Smith Premier—at every stage, from the moment the paper is inserted and the fingers touch the keys, until the work is completed.

Simplicity is the keynote of everything. The "*key for every character*," which is the chief distinctive feature of the Smith Premier, is the very acme of simplicity. So also is the "complete keyboard control." On the Smith Premier you do not have to hunt around for anything. Practically all the operations can be performed without taking the hands away from the keys.

The Tilting Cylinder makes corrections easy. The Swinging Paper Fingers make it just as easy to correct carbon copies, and the Interchangeable Cylinders render it easy to change instantly from one piece of work to another.

Thus a whole group of exclusive Smith Premier features insures an ease and convenience of operation which is unequalled.

329 Broadway, New York

This is How The Ballard Storage & Transfer Company Solved A Knotty Filing Problem and

How a Macey Dealer Made a Sale

Ballard's Storage & Transfer Company of St. Paul, Minn., started with two letter files and an ordinary index. Their business grew and each year the necessary new files and a new and larger index became a greater expense. Mistakes, delays, and annoyances multiplied.

Then Mr. Frost, manager, called in a Macey Inter-Service Association member, who studied his problem. A Perpetual Index System, which would grow with his files, was installed. Results? The difficulties were overcome; the filing space required was reduced; and money was saved on the cost of the first installation, compared with previous index expense.

The point is, this Macey merchant is a member of the Macey Inter-Service Association, and had the collective experience of the whole association to aid him in solving the St. Paul company's problem.

The Macey Co
Grand Rapids Mich.
TUSCAN Macey MADE IN U.S.A.

Cincinnati Furniture Exchange.

Anticipating arrangements would be made at the November meeting for the fortieth anniversary, the regular meeting of the Cincinnati Furniture Exchange was well attended. Henry A. Sprengard, the first vice-president, presided, owing to the absence of John Dornette, Jr., who attended the first annual convention of the Associated Office Furniture Manufacturers in Chicago. After routine business was transacted cigars were passed and the regular business proceeded.

A letter from the Federated Trade Commission was read, and the secretary was instructed to send a copy of the fortieth anniversary pamphlet, which will shortly be issued. A communication from the Chamber of Commerce of Cincinnati, was then read, and the secretary was ordered to acknowledge the same, and to say that the Cincinnati Furniture Exchange would avail itself of the support of the Chamber of Commerce to make the fortieth anniversary of the exchange a success.

The nominating committee being called upon for a report named the following candidates for board of directors, to be voted upon at the annual meeting. Regular Ticket Manufacturers—F. H. Ballman, J. F. Dietz, John Dornette, Jr., Harry Hoffeld, Jos. Scheid, Paul Schirmer, George W. Schutte, Henry Sprengard, Fred. W. Stille. Accessories—H. W. Backer, E. C. Feuss, George Huston, Frank Kuhlmann, Edwin F. Kummer, John Wolf. The chair announced that an independent ticket may be named later. Fifteen directors will be elected, and from that list the directors will elect the officers to serve the ensuing year.

The entertainment committee mentioned the fact that it would be necessary to send some free invitations to the banquet to persons who are helping to secure photographs of former members, and on motion, duly seconded, the committee was empowered to use its own judgment in the matter. The entertainment committee also reported that they had not as yet considered any propositions for furnishing the banquet, but it was the general opinion that the annual meeting would be held at the rooms of the Business Men's club. The Exchange left the entire affair in the committee's hands. The secretary was instructed to forward an invitation to former President D. E. Kline, now of Louisville, Ky., to the banquet.

F. Lange, of Dayton, Ohio, being present, made a few remarks pertaining to his experience in Missouri and Illinois, and said among other things that other Cincinnati manufacturers' salesmen ought to visit that section.

The application to membership of the Baehr-Ingles Company of Cincinnati was read and accepted.

The chair announced that a member of the Exchange, H. Held, of the Cincinnati Tool Company, had suffered a slight paralytic stroke and those members who so desired might pay him a visit.

The report of the treasurer showed that the finances of the Exchange are in a flourishing condition.

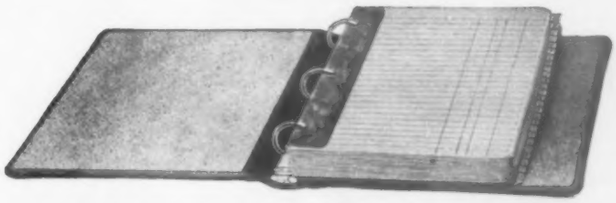
After a buffet luncheon the meeting adjourned.

New Discounts on Cuspidors.

The Ireland & Matthews Manufacturing Company, Detroit, Mich., states that it is offering new and better discounts on "Quality" brand cuspidors, and that information with regard to these new discounts will be sent to any dealer on request.

The company states that owing to the fact that it is making cuspidors mechanically it has been able to save quite a bit on labor cost which heretofore went into the making of this class of conveniences, and that this saving is going to be employed according to the ideas of Henry Ford, that is, divided with the company's cus-

NATIONAL

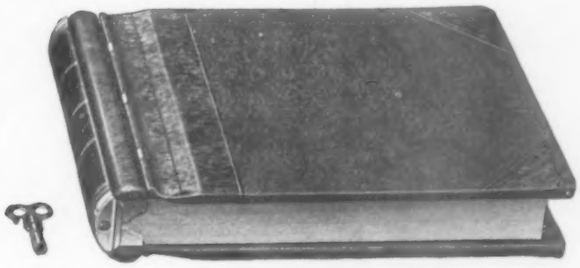


NATIONAL LOOSE LEAF RING BINDERS

With latest improved National mechanism. Bound in full double thread blue slate canvas. Also, black seal grain cowhide back and corners, black cloth sides. Indexed. 24 Stock Sizes.

BANKS, Commercial and Railroad Offices, Manufacturers, Insurance and Real Estate Offices, Engineers, Architects, Managers, Instructors, and Students use National Ring Binders for filing engineering data, maps, blue prints, sketches, correspondence, factory records, operating costs, pay rolls; in fact, any class of information, for convenient reference. The new National mechanism places these Binders in a class beyond competition.

THE NATIONAL BERKSHIRE



LOOSE LEAF LEDGER

THE BINDING is an eye-catcher. Red imitation leather back and corners, gold tooled. Dark green pebbled cloth sides. Dress up your windows with this Ledger. When inquirers drop in, explain that the frame is at once light and strong; being made of pressed steel, with round steel back and metal hinges. Demonstrate how simply the mechanism is operated from one end by a detachable key. State that the sizes are seven, ranging in price accordingly, from $6.50 to $10.50 for *complete outfits*. Your sale will be made before you get to the leather-tabbed index, and other refinements of this specially-priced, high-grade Loose Leaf Ledger.

NATIONAL BLANK BOOK COMPANY

HOLYOKE, MASS.

BLANK BOOKS

What makes the CORONA sell?

—certainly not exaggerated advertising copy, although the Corona is one of the most extensively advertised typewriters on the market;

—nor temporary enthusiasm on the part of our dealers, for the Corona is not a novelty;

—nor yet price cutting, since it is the belief of the Corona organization that a dealer is entitled to his full profit.

It is the many exclusive features of the Corona and its broad field, which accounts for its popularity.

Among most typewriters there is very keen competition, because they all appeal to the same class of users. The Corona has developed its own market and is practically without a competitor.

Corona business has grown rapidly and consistently. Corona dealers are making money. Their profits come not only from the sale of typewriters, but from the added business which a Corona agency brings to their stores.

While it may not be possible to give you a territory at the present time we want the names of established concerns who would like Corona agencies. Shall we put you on the list?

Corona Typewriter Co., Inc.

Groton, New York

tomers. The new discounts are the best that the company has been able to offer for the past five years. We suggest that dealers get in touch with the Ireland & Matthews Manufacturing Company by writing direct to them at Detroit and obtaining information with regard to the new prices.

An Interesting Canadian Exhibit.

T. R. Crayston, sales manager for the Dictaphone at Toronto, installed a demonstrating booth at the Canadian National Exposition which was held from August 28 to September 13 in Toronto. This demonstrating booth was successful to a marked degree. The Canadian National Exposition is an annual affair and was attended this year, it is said, by about 900,000 people. The results under present war conditions are said to have been the best for some years. While the sales are not great the publicity achieved could hardly be obtained by the same amount spent in advertising.

Mr. Crayston exhibited the latest types of the Dictaphone, the model A-7 dictating machines, and three model 7 special transcribing machines, with one model SU shaving machine. As a special feature of the exhibit Fred Jarret, Canadian typewriter champion, demonstrated for a few minutes each evening, operating for the entertainment of great crowds about the booth. So great was the interest taken in Mr. Jarret's work that he was compelled

Demonstrating Booth of the Dictaphone Company, Canadian National Exhibit, recently held at Toronto, Ontario.

to stop occasionally in order that the crowds might not block the aisles. As a souvenir they gave away a small pennant imprinted with the words "Dictate to the Dictaphone."

In the picture which accompanies this sketch the gentleman on the right is Mr. Crayston. At the left is Mr. Parker, one of the salesmen. The lady in the picture is Miss Gladys Payne, a demonstrating stenographer. The photograph which appears at the back of the picture is that of Frank Dorian, the Dictaphone's general manager.

Addition to Personnel of Business Bourse.

Edward J. Wessels, an advertising efficiency expert of New York City, has become associated with H. S. McCormack, president, and J. George Frederick, vice-president, of the Business Bourse, Inc., 260-261 Broadway. Mr. Wessels has bought a substantial interest in this concern and will be a vice-president and director.

Mr. Wessels has a fine reputation in New York as an efficiency and advertising expert. It is related of him

Dealers: How Easily "Skyscraper Construction" Sells Itself

even if the Shaw-Walker Line did not give you *much more* to offer your prospect. For example, it gives you—

NOISELESS. Along with Shaw-Walker Steel Files you can sell your prospect a *quiet office* for his employes to work in. The silent, speedy action of the Voluntary Slide accomplishes this. You can also sell him—

INCREASED FILING CAPACITY. Shaw-Walker Steel Files give 7½% to 25% more filing space than other steel files.

FLOOR SPACE SAVED. Shaw-Walker Steel Files are built to make wonderful economy in actual feet and inches.

A COMPLETE HARMONIOUS LINE. Any style, any size, any type cabinet to meet any requirement.

UP-TO-DATE EQUIPMENT. The newest, most efficient mechanism, as well as the handsomest looking office furniture. All files in olive green have a beautiful "limousine" finish. The mahogany finished files cannot be told from the real Santo Domingo mahogany standing beside it.

Shaw-Walker has a long list of satisfied agents the country over—agents who carry the new Shaw-Walker Steel Line, the Shaw-Walker Wood Line, Shaw-Walker Filing Supplies, etc. Most of them carry the *complete* Shaw-Walker Line. These satisfied agents are our best advertisement.

In a few localities there is still good territory open. Perhaps you are in one of those sections. Mail us this coupon today and find out.

SHAW-WALKER

Factory and Home Office, MUSKEGON, MICH.

NEW YORK - - - - 60 Franklin St.
CHICAGO - - - - 109 S. Wabash Ave.
WASHINGTON - - 728 13th St., N. W.
DETROIT - - - - 540 Majestic Bldg.
LONDON, E. C. - - - 33 St. Bride St.

SHAW-WALKER STEEL LETTER FILE

"Built like a Skyscraper"

COUPON

THE SHAW-WALKER CO., Muskegon, Mich.
Send me full dealer information about the Shaw-Walker Line, discounts etc., and let me know how strongly you are represented in my locality

Name _____

Address _____

FIRE is what Sherman declared WAR to be!

PREPAREDNESS is the only guarantee of security. Regret will never compensate for what has been destroyed. When fire threatens your office, your factory, your home, you need real security, not fancied. You need

THE SAFE-CABINET

This security is the result of scientific construction. It has been proved time and time again in actual fires. THE SAFE-CABINET stands up under the fiercest conflagrations—it resists the battering violence of falling walls.

Although light in weight and of great interior capacity, THE SAFE-CABINET (S-Cientest Model) is classed as a light-weight SAFE by Underwriters' Laboratories. It is manufactured under their personal supervision, and bears their label of approval.

Dealers:

THE SAFE-CABINET is made in sizes and styles to exactly hold the filing devices of almost every standard make. When you sell filing devices you can serve your customers by advising them to give these devices and their contents the protection of THE SAFE-CABINET.

Write today for the book, "Written in Letters of Fire," which tells the story of THE SAFE-CABINET *in actual fires.*

THE SAFE-CABINET COMPANY

Originators and sole manufacturers of

THE SAFE-CABINET

Dept. F-12 Marietta Ohio

Foreign Sales Department, 32 Broadway, New York City. Correspondence in all languages.

that he has succeeded many times in rehabilitating concerns that were running behind, and that more than once he has saved from the reorganizer's knife business houses that were tottering on the edge. Mr. Wessels is an emergency man. He is the expert who is called in when a business is on its death bed. He is a man of infinite nerve and resources. It is related of him that once when aboard an ocean steamer in the West Indies when the pilot came aboard so intoxicated that he could not give his orders, Mr. Wessels took charge of the ship, picked up the freight at various ports, and brought her safely

E. J. Wessels, V. P., Business Bourse, New York.

to her final port on schedule time, going without sleep for fifty-two consecutive hours.

This is but one of Mr. Wessels' remarkable achievements. He is as full of resources in the business office as he is on the quarter-deck. He has had experience in the field of air-brakes, life insurance, retail merchandising, and many other lines. He is the author of a book on life insurance entitled, "The Struggle Everlasting," which was adopted by several life insurance companies as an official textbook. Mr. Wessels was assistant general manager of the Wanamaker New York store, where he obtained a broad and comprehensive insight into the advantages and deficiencies of modern department store management. The fact that he has become a member of the staff of the Business Bourse is cause for congratulation, since it will give still greater strength to the service of the Bourse, and will enable that organization greatly to extend its activities and to increase its business.

A New Berger Booklet.

The Berger Manufacturing Company of Canton, Ohio, has issued a handsome illustrated sixteen page booklet entitled "The Armor Plate of Modern Business." The front cover page is decorated with a picture of a knight in full armor. The booklet itself illustrates and describes the steel vertical units of double and single wall construction, document file cases, roller shelf cases, legal blank cases, card index cases, omnibuses, transfer units, and storage shelving, all made by the Berger Manufacturing Company. The illustrations are in the actual colors in which these steel units are made.

The catalogue is of moderate size, but of great interest to anyone who deals in or uses steel office equipment.

On page 11 is presented an interesting explanation of the operation of the Berger "1300" unit, a double wall filing cabinet including double tops, sides, backs and bottoms. Each drawer has a double head and is contained

Turn that bookkeeping "job" into a real "position"

THE man who lets a machine do his work for him—do more work in less time, and do it exactly right every time—is using executive ability.

He is lifting himself out of the *machine class*.

Elliott-Fisher The Bookkeeping Machine gives you the opportunity to use your time, your hands and brains in *directing* work.

It represents all the brains and all the ability of all the bookkeeping experts in the country.

It never took a job away from any one. It changes jobs into positions. It is a positive factor in bettering business.

It removes the obstacles to handling *more* business. It saves time—and *working time* is valuable.

Elliott-Fisher

The Bookkeeping Machine

is the assistant that takes the *overload* off the shoulders of the office worker—which ends the frets and worries and costly mistakes and delays affecting the success of every one in the organization from the chief down.

"The high cost of bookkeeping" is caused by doing the work by hand instead of using Elliott-Fisher The Bookkeeping Machine that is many hands in itself—and is almost a *thinking* machine.

ELLIOTT-FISHER THE BOOKKEEPING MACHINE

An opportunity

Clean-cut reliable men who can qualify to sell are offered an interesting and profitable vocation with Elliott-Fisher Company.

You can do what thousands of others are doing in their own offices with Elliott-Fisher. Elliott-Fisher will do for you what it has done for thousands of others—change your "job" into a "POSITION."

Write now for helpful literature that will show you exactly how Elliott-Fisher will fit into your own work—be your working partner—in your own office. Simply mention your business connection and write: "Send me particulars about Elliott-Fisher The Bookkeeping Machine."

Elliott-Fisher Company

122 Cedar Street **Harrisburg, Pa., U. S. A.**

THE QUESTION.

Of the dealers who read this advertisement very few will have any question as to whether or not it pays to handle rebuilt typewriters. To any in whose minds there may be this question we offer the best proof of which we know—the fact that thousands of dealers in every sort of community all over the world have been selling rebuilt typewriters for years and continue to sell them.

Undoubtedly, many dealers are making money on rebuilt typewriters under conditions quite similar to those in your territory. Surely, you, too, can make the proposition pay.

The really important question is, "Have *you* looked into the superior advantages offered you by

RAMER Remanufactured Typewriters

They are turned out in a big, modern manufacturing plant by a pioneer company in the field. In fact, no concern in the line is more widely known than the Wholesale Typewriter Company. We make these statements only in order to point out to you that you ought to be on our mailing list, no matter whether you are selling rebuilt typewriters or looking into the possibilities in selling them. It will pay you to keep in touch with the market, and we are putting it mildly when we say that no concern is in a better position to help you do it than we.

Write us today. It will pay you.

WHOLESALE TYPEWRITER COMPANY

314-316 Broadway **151A-153A Euston Road**
New York, N. Y. **London, W. C., England**

in a separate compartment. Drawers are operated on ball bearing roller suspensions with hinged drawer releases, and a most compact automatic locking compressor. Large solid rubber stops eliminate all metallic noises.

Those interested in steel furniture should obtain a copy of this booklet as soon as possible.

How Fargo Underwood Office Advertised.

The Underwood branch at Fargo, N. D., recently advertised its organization by means of a window display, a cut of which is shown in this column. In the center of the window is a banner showing a picture of the Underwood typewriter and the announcement of the winning of the grand prize at the Panama-Pacific exposition. Immediately below this is an Underwood typewriter on a pedestal which is draped with a banner bearing the words, "North Dakota Underwood Organization." Attached to this machine are streamers which reach out to different parts of the window where dolls dressed as manikins are standing, and below each is the name of a member of the North Dakota Underwood organization. The doll at the extreme left represents W. H. Farrell, who evidently makes his trips and deliveries by automobile. By reference to the picture near the extreme right one will observe that at least one of the members

Underwood Identifies Its Salesmen—Window Display at Fargo (N. D.) Branch.

of the organization is interested in military affairs. One judges this from the rough-rider hat and the uniform.

This window-display was a clever way of calling attention to the Underwood machine and to the organization which represents it in North Dakota. R. B. Barrett, the manager, says that his office is very proud of the fact that it is the only direct branch office of any typewriter company in the state.

Wrong Address Corrected.

In the report of the business show in the last issue of Office Appliances a wrong address was given in the report of the Scriptograph Company, Ltd. This address should have been that of the Universal Specialty Company, 121-123 East Twenty-seventh street, New York.

The Scriptograph is a device whereby one may sign at one time with a series of fountain pens numbers of checks, documents, etc., each being a bona fide signature and not a mere duplication.

Inquirers who have sent inquiries to the address mentioned in the November number of Office Appliances will confer a favor on the Scriptograph Company, Ltd., by repeating these inquiries in care of the Universal Specialty Company at the East Twenty-seventh street address.

2000½

2010½

2021½

The Masters' Line of Office Chairs

The Line of Unusual Strength and Greatest Variety

The range of price and design has been so carefully worked out that the dealer handling The Masters' Line has every possible advantage over competitors handling other lines.

These seven pictures represent seven complete series giving the dealer largest variety within the price range where the demand and salability is greatest.

In every series there is a distinct superiority that enables the dealer to outdistance competition at every step and maintain unquestioned office chair leadership.

If your territory is open we can make you an attractive proposition. Write today for catalog and special information.

Correspondence is solicited from importers. We make translations in all languages and are in position to render efficient service on foreign orders.

The Taylor Chair Company
Bedford Ohio

2030½

2070½

2240½

2060½

A Notice to the Trade.

The Cushman & Denison Manufacturing Company of New York City are notifying the trade throughout the country that they have brought suit against the Frank A. Weeks Manufacturing Company for infringement of their patents on the "Adair" pen rack, which they claim is infringed by the "Paragon" pen rack manufactured by the Weeks Company.

The Cushman & Denison Manufacturing Company say that the infringement of their patents will no longer be tolerated, and dealers are warned immediately to refrain from selling or offering for sale the infringing pen rack, known as the "Paragon" and manufactured by the Frank A. Weeks Manufacturing Company, New York City.

This notice sent out by the Cushman & Denison Manufacturing Company is for the benefit of the trade with the object of protecting them from liability for selling an infringing article.

Some Handsome New Offices.

The new offices of the Eaton, Crane & Pike Company at 770 Mission street, San Francisco, are now fully equipped and it is reported that the San Francisco office is working as perfectly as the other branches of this concern.

It is interesting to note that this company has maintained the same scheme of decoration in all of its branch offices, employing a light green color for furniture and display tables, which is designed to enhance the appearance of the goods and to make the problem of buying easy for the purchaser.

This idea of having all of the offices uniform is a rather pleasing conceit, for it makes a buyer who chances to do business in San Francisco, for instance, one season and in New York the next season, feel as much at home in one office as in the other.

All the managers of the Eaton, Crane & Pike branches have been chosen because of their intimate knowledge of the business and their nation-wide acquaintance with stationery buyers. This is another thing which has much to do in making stationery buyers of the country feel entirely at home in any one of the Eaton, Crane & Pike branches.

All reports received from the new office indicate that a very large volume of business has accrued to the San Francisco branch of the Eaton, Crane & Pike Company, and these reports are verified at the executive offices at Pittsfield, Mass.

Attractive and well-lighted salesroom and office in the new San Francisco branch of the Eaton, Crane & Pike Company.

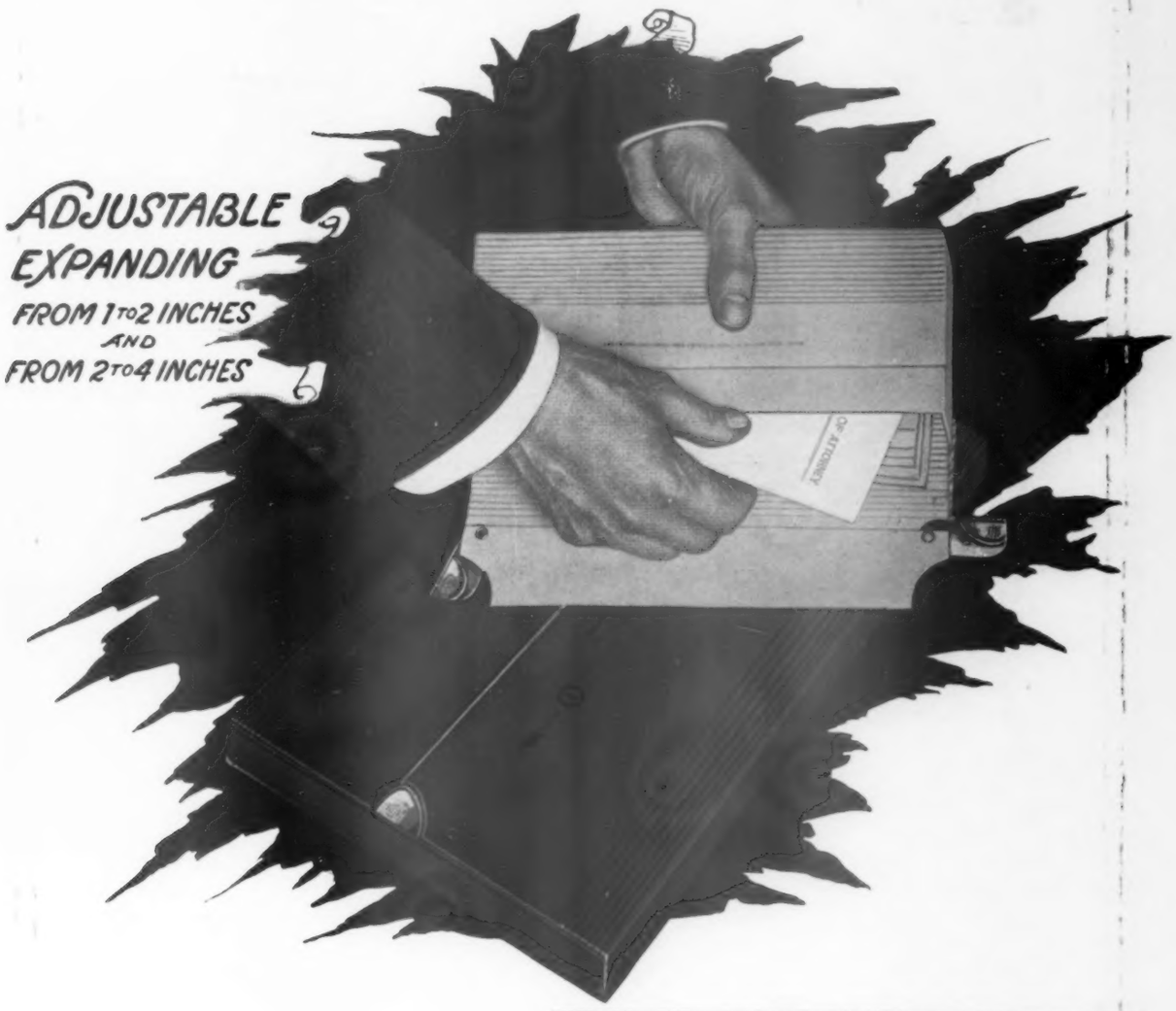
Patriotic Duty.

The secretary of the National Association of Stationers and Manufacturers in a letter dated November 10 passes on the request of President Bellman and National Counsellor Gibbs that each stationer appear as an individual before his local chamber of commerce or board of trade, and use his direct personal influence to induce that body to obtain local support in the community among business men, looking to the creation of a permanent tariff commission forthwith to ascertain the facts concerning the relative cost of manufacturing and selling domestic products as compared with those of foreign countries; and secondly, giving appropriate prominence to the results of the referendum conducted by the Chamber of Commerce last summer concerning the methods to be employed for upbuilding the American merchant marine.

All stationers are urged to start some movement which will obtain local support for these objects. Mr. Byers will supply any information needed for those who wish to present arguments on these subjects.

HERE YOU ARE JUST WHAT YOU'VE BEEN THINKING ABOUT SO OFTEN

Does away with those vexing tapes, strings and rubbers that break so often and rot so quickly. No bother using BANDLESS ENVELOPES



Absolutely Guaranteed
Your money back without a word if you don't like them—
Order Now—Today

Price List of Stock Sizes

No.	DIMENSIONS	EXPANSION	PRICE Dozen	PRICE Fifty	PRICE Hundred
1	9 x 4	2 inches	$ 1.00	$ 3.25	$ 6.00
*D-1	9 x 4 Expands from 2 to 4 inches	4 "	1.25	3.50	6.50
2	9½ x 4	2 "	1.00	3.25	6.00
*D-2	9½ x 4 Expands from 2 to 4 inches	4 "	1.25	3.50	6.50
3	10 x 4½	2 "	1.00	3.25	6.00
*D-3	10 x 4½ Expands from 2 to 4 inches	4 "	1.25	3.50	6.50
4	10½ x 4½	2 "	1.25	3.50	6.50
5	11 x 5	2 "	1.50	4.00	7.00
6	10½ x 6 Note size	2 "	1.50	5.00	8.50
7	12 x 9 Letter size	2 "	1.75	6.00	10.50
8	15 x 9 Cap size	2 "	2.00	6.75	12.00

*Cannot be used until package is two inches thick.

NATIONAL STATIONERS AND MANUFACTURERS ASSOCIATION

THE SMEAD MANUFACTURING COMPANY
Dept. C
Hastings, Minnesota, U. S. A.

Modern Mechanical Balanced Methods

of the

Underwood Bookkeeping Machine

A revelation to business system men, accomplishing in one operation:

- A balance of every account as posted
- Debit and credit totals either as separate or combined runs.
- A perpetual balance of the ledger as a whole.

The hand-written ledger page will soon be as great a novelty as the hand-written business letter.

It posts the ledger, adds the day's sales, subtracts cash or other credits, indicates balances and audits each item.

It will do this with machine speed and legibility.

Underwood Typewriter Co. Inc.
Underwood Building
New York City

NATIONAL ASSOCIATION NEWS

Information Concerning the Activities of the National Association of Stationers and Manufacturers from Month to Month

OFFICERS:

President, CHARLES N. BELLMAN, Toledo, Ohio
First Vice-President, EDWARD E. HUBER, New York, N. Y.
Second Vice-President, CHARLES H. CROCKER, San Francisco
Third Vice-President, LANSING G. WETMORE, Rochester
Treasurer, HARRY A. PRIZER, Philadelphia, Pa.
Auditor, HENRY W. ROGERS, New York, N. Y.
Secretary, MORTIMER W. BYERS, New York, N. Y.
Chairman Catalogue Commission, R. D. PATTERSON, St. Louis.

DIRECTORS—STATIONERS:

Henry W. Stacy, Los Angeles, Cal.
James Ball, Portland, Oregon.
Frank R. Welsh, Philadelphia, Pa.
Henry E. von Wedelstaedt, St. Paul, Minn.
Edwin I. Baer, Canton, O.
Ivan E. Allen, Atlanta, Ga.
J. Herbert White, Buffalo, N. Y.
William W. Buchanan, Chicago, Ill.
Theo. A. Steinmueller, Baltimore, Md.
J. Ogden Pierson, New Orleans, La.

DIRECTORS—MANUFACTURERS:

J. H. Schermerhorn, Jersey City, N. J.
Louis N. Buckley, Worcester, Mass.
Frank E. Ewing, Framingham, Mass.
John L. McMillan, Syracuse, N. Y.
Millard E. Heise, Philadelphia, Pa.
Oliver J. Timberman, Cincinnati, O.
Richard B. Carter, Boston, Mass.
Edward S. Towne, Holyoke, Mass.
Carl M. Bernegau, Hoboken, N. J.
Andrew L. Weis, Monroe, Mich.

Time and Place of Next Meeting—Atlanta, Ga., Oct. 9-13, 1916.

SECRETARY'S OFFICE—41 Park Row, New York, N. Y.

INPORMATION BUREAU—411 Olive St., St. Louis, Mo.
W. D. Pittman, in Charge.

PROBABLY no move of the National Association of Stationers and Manufacturers in recent years will have a more important bearing upon the service performed by the association for its members than the organization of the Information Bureau, which has just been established in St. Louis under the general supervision of the National Catalogue Commission, of which Robert D. Patterson of St. Louis is chairman. The Bureau will be under the immediate personal direction of W. D. Pittman, secretary of the National Catalogue Commission. Suitable quarters have already been secured in the Continental Bank building, 411 Olive street.

The duties of this Information Bureau will be to collect and classify information pertaining to the stationery business and to act as a clearing house for the solution of the various problems which confront members of the association from day to day. Mr. Pittman will make it his business to consult well informed members of the trade; he will keep in close touch with manufacturers whose goods are sold by stationers, and, in short, will carry out an idea so essentially sane, timely and constructive in its intention and scope as to be regarded by thoughtful stationers as one of the longest forward strides in practical efficiency work that the association has ever taken.

When the Information Bureau is thoroughly organized it will add enormously to the practical value of membership in the National Association, and the influence and reputation of its valuable work will make it each year less and less difficult to enroll new members. Indeed, the service which the Information Bureau of itself can perform will be worth much more to every member than the small amount demanded as annual membership dues by the National Association.

The association urges members to give their free and hearty co-operation to the work of the Bureau.

President Bellman in a circular letter to members of the association stated that the work of the Catalogue Commission will be somewhat modified during the coming year, in that a very few of the regular bulletins will be published. The regular appropriation for this work will be used in establishing the Information Bureau referred to above.

When the office is open and in running order manufacturers who make any class of goods sold by stationers will be advised of the office and its purpose, and will be asked to send catalogues and descriptive matter of whatever product or products they make. As soon as the work of indexing is well in hand the next thing contemplated is the publication of monthly bulletins listing the new goods put on the market by the different manufacturers who are members of the association, with addresses and possibly recommended selling prices. Later on it is planned to publish a Buyers' Guide, absolutely free from advertising, which will be classified by subjects with the names and addresses of manufacturers. The Information Bureau will be for the free use of members who desire to find out where goods are made and to answer such questions as will come within its scope.

This is a big undertaking and will require an endless amount of work to put the bureau in good working order. But when the work is well in hand the officers of the association believe it will be very valuable to every member, and ought to be attractive to stationers and manufacturers who are not members, making it easy to get new applications.

On the occasion of President Bellman's recent visit to St. Louis he assisted in the organization of the new Information Bureau. On leaving St. Louis Mr. Bellman visited Chicago, Detroit and other cities. In Detroit he enrolled two new members of the National Association, raising Detroit's membership in the organization to eleven.

At the annual meeting of the Chicago Stationers' Association, held on Thursday evening, December 9, Mr. Pittman, Mr. Patterson and Mr. Bellman were present and explained to the members the objects and purposes of the new bureau. This progressive move on the part of the National Association is receiving the hearty commendation of members who are already cognizant of it. Its influence is sure to be far-reaching and the importance of the information bureau will surely increase with each succeeding year of its existence. It will be still another valuable factor uniting all the different branches of the commercial stationery field into an harmonious and smoothly-working organization. The plan for the bureau was conceived during conversations and conferences at the last convention in San Francisco, and members of the organization will watch its work with interest. It is sincerely hoped and, indeed, confidently expected that all manufacturers in this field will heartily co-operate in the work of the bureau, in order that it may fulfill its purposes to the utmost.

The Stationers' Association of Essex County held the second meeting of the fall at the Musketeers' club rooms, Newark, N. J., early in November. On account of the absence of President Plum, S. R. Baker acted as chairman.

I-P

An Interesting Announcement

regarding real dealer co-operation will be made about January 1st.

We are anxious that all dealers in Office Equipment and Supplies should read this announcement, as it vitally concerns them. A postal card will bring it to you.

Irving-Pitt Manufacturing Co.
Kansas City, Mo.

I-P

Hinged Linen Ledger Paper

THE STANDARD OF EXCELLENCE

BYRON WESTON LINEN RECORD PAPER has been the accepted standard of quality the world over for nearly half a century. The Byron Weston Company has acquired every modern manufacturing invention but its original formula has never been changed. By constantly applying the experience gained in improving the same product a standard of excellence has been attained by which all other record papers are measured. To conform to the requirements of Loose Leaf Ledgers, the Byron Weston Linen Record Paper is now made with a patented flexible hinge.

The Art of Unmaking Mistakes

In this little booklet the various mistakes are mentioned, and the proper tools for their removal. You will make a mistake if you fail to send for it.

BYRON WESTON CO.

"The Paper Valley of the Berkshires"

Dalton **Massachusetts**

Signs That Advertise at Minimum Expense.

Some solid facts with regard to the effectiveness and economy of decalcomania window and store signs are being presented by representatives of the Meyercord Company, Inc., eleventh floor, Chamber of Commerce building, Chicago, whose factory on the west side is the largest in the world for the manufacture of this class of goods. Briefly speaking, the use of decalcomania signs enables a manufacturer to designate every selling agency by means of a distinctive trade mark and to present a

A Meyercord Company Decalcomania Sign.

short, but effective selling argument on the window of every dealer.

Decalcomania signs are said to be better than hand-painted signs. The figures are true to fact—show the goods advertised just as they are, in natural colors and true proportions. Open letter effects are most pleasing in this class of signs, and they can be made in any size required.

The value of decalcomania signs is acknowledged by the most successful national advertisers, who use them liberally in backing their general publicity work. The beautiful arabesque lettering of many of these window signs

Another example of Decalcomania Signs.

reminds us in many a store of nationally advertised products with which we are all more or less familiar. No more effective device has been offered to keep products before the eyes of the public. The gold arabesque sign is a new style of decalcomania transfer window sign which the Meyercord Company has recently perfected. When applied on dealers' windows the letters closely approximate in appearance the expensive raised gold lettering and they have the advantage of never dropping off. No special experience is required to put them on.

No Risk **No Loss**

You Can't Lose on MultiKopy

We make MultiKopy *right*.
We sell MultiKopy *right*.
We advertise MultiKopy *right*.
We insure your sales.

You take absolutely no risk in stocking MultiKopy because we take back any unsold stock after a specified time.

MultiKopy is the carbon paper your customers ask for because they know when they get MultiKopy they are sure to get copies that are permanently clear, sharp and non-smudging.

F. S. Webster Co. 338 Congress St. Boston, Mass.

TRADE MULTIKOPY MARK
Carbon Paper

Remember that we stand back of our goods and back of our representatives in every possible way.

Star Brand Typewriter Ribbon.
A Great] Trade Builder

Write for MultiKopy Guaranteed Selling Plan

TO "RETYCO" DEALERS

You judge a manufacturer by the quality of his product and the service he renders you. The fact that the Rebuilt Typewriter Company has given you quality and sincere service these many years is in itself ample assurance of our continued ability to do so.

But there are more tangible proofs that we can continue to serve you to your entire satisfaction—a most adequate source of supply of rough machines and our modern factory which maintains the largest force in the West for rebuilding typewriters of all makes.

So, at the end of another year of pleasant relationships, we thank you for your business and just drop this little reminder that we are, if anything, in even a better position than before to take care of any future business with which you may favor us.

A "Merry Christmas" to You

from the

Rebuilt Typewriter Company

312-328 North May Street
CHICAGO, ILL.

Aside from their direct advertising value as suggestive of products we need or want, decalcomania signs are valuable as reminders of things we want to buy. Busy people seldom charge their minds with the names of firms or with trade marks. A handsome sign in the window, on the wall or over the counter is frequently welcome.

Many of the largest general advertisers regard Meyercord window signs as an all but indispensable link in the chain connecting the manufacturer, the dealer and the ultimate purchaser.

Besides show window signs the Meyercord Company makes a large overhead sign to hang above a main aisle. This sign is made of mahogany veneered panels fourteen inches wide by forty-eight inches long. The desired advertisement, done by the decalcomania process, is customarily placed on both sides.

We show here examples in monotone of two of the colored signs which have been made by the Meyercord Company for customers. The Oliver Typewriter Company, through Ricord Gradwell, assistant general manager, expressed gratification over the opalescent decalcomania window signs made for the Oliver company. These signs and others of similar design have been sent to Oliver dealers everywhere. The signs are made in all sizes and are in gold and colors.

Meyercord decalcomania window signs are used by such leading manufacturers as the Oliver Typewriter Company, Shaw-Walker Company, Weis Manufacturing Company, Yawman & Erbe Manufacturing Company, The Macey Company, L. E. Waterman & Co., Art Metal Construction Company, The Safe-Cabinet Company, General Fireproofing Company and scores of others. Users of overhead signs include the Macey Company, Horrocks Desk Company and many others. Not only have manufacturers employed the product for signs, but they have also used it to transfer names and trade marks upon merchandise, and always with marked success.

How a Chicagoan Promoted Efficiency in France.

Floyd P. Gibbons, a writer in the Chicago Tribune of November 10, tells an interesting little story of how an American has repaid a small part of the debt which the United States owes to France, by putting French arms and munition factories upon a basis of the highest efficiency. The American is William F. Carmody, a foreman of the Felt & Tarrant Manufacturing Company, 1717 North Paulina street, Chicago. Mr. Carmody holds forth on the fourth floor of the big Felt & Tarrant plant, where he inspects small pieces of tool work whose dimensions must be accurate to the thousandth part of an inch. His knowledge and experience with the installation, operation and production of the modern screw machine has made him a recognized expert.

The writer goes on to tell how France was working under old methods based on the needs of former wars, but found that it was unable to produce in two or three days the material that its armies consumed in one. France, therefore, looked about to secure two or three times greater efficiency in its factories And here is where the American screw machine with a capacity ten times as great as that of the European machinery came into its own.

In recommending a man most capable of changing the French plants to conform with American methods, the screw machine manufacturers recommended Mr. Carmody. The French government offered him several times his salary with the Felt & Tarrant Manufacturing Company to go to France and put French factories on a modern basis. He went, installed machines, was rushed from

DOUBLING OUR CAPACITY AND OUTPUT has enabled us to catch up with our orders and accumulate a stock of standard goods. With this we are giving service to our Dealers.

THIS, WITH OUR NEW DISCOUNT POLICY, is in line with our constant aim to conduct our business from the standpoint of the Dealer. We propose a continuance of this policy upon even a broader scale. The new catalogue which fully illustrates

THE FIFTEEN SECURITY STEEL LINES is ready. In it are the No. 1000 line of removable end vertical Cases; System vertical Cases with removable ends; the No. 800 line of solid end vertical Cases; Combination vertical Cases; Commercial Grade vertical Cases; Transfer Cases; Card Drawer Cases; Waste Baskets and Bond Boxes; Interchangeable Units; Vertical Plan-Safes; Desks and Tables; Security Office Safes; Shelving of various types; Adjustable File Cases, and special built-to-order work. You can get customers and profits with Security Steel. After all you are interested principally in that.

FIREPROOF
FURNITURE & CONSTRUCTION CO.
Miamisburg, Ohio

An Acre of Diamonds

Who has not heard the story of the man who went seeking riches in a far-off country and overlooked the vast wealth that was to be had right upon his own estate? And what a lesson that story teaches to all of us. It teaches us to cultivate the wonderful market that exists for the merchandise already within our reach.

HI Burns LO
ADJUSTABLE TELEPHONE BRACKET

is just such merchandise. As a cold-blooded, business proposition the BURNS HI-LO Telephone Bracket will make a good showing. For 100% telephone service, seconds must be reckoned with. Efficiency is now the business man's watch-word. The comfort and convenience of employees is no longer considered as welfare work, but is looked upon by the real captain of industry as good, sound, business sense.

This telephone bracket absolutely does the work claimed. It saves time, it saves valuable desk space; it avoids accidents, such as overturned ink-wells and disarranged papers; it prevents the 'phone from falling, causing service interruptions due to a broken receiver, cord or mouthpiece, and it prevents foreign noises from being communicated into the telephone. The BURNS HI-LO keeps the 'phone out of the way yet within easy reach; it brings the 'phone to you instantly. Several persons can use the telephone without inconvenience to anyone.

Order Now

Now is the time. Not tomorrow, next week or next month, but now. Write for some brackets today, make up a window display; talk telephone brackets to your salesmen and to your customers—then watch results. There are many business men in your locality who want a practical telephone bracket, and we make that bracket. Now it is up to you to get the profit that comes from bringing the two together.

A good window display and a little salesmanship will make dollars in profit for you.

AMERICAN ELECTRIC CO. STATE & 64TH STS. **CHICAGO**
Manufacturers of
Adjustable Office Specialties

one plant to another, and everywhere he went corrected time losses and put plants on the best possible producing basis. Some French machines needed two and three men to operate them. Five of the American machines can be tended by one man As a result of his work hundreds of thousands of dollars' worth of American screw machines were installed in French factories, and foremen and operators were instructed in their use. He placed sixty machines in Paris, seventy-five in Marseilles, and everywhere he went brought factories up to the minute. He finished his work abroad last month and returned to his desk at the Felt & Tarrant company's factory. On leaving France an enthusiastic French patriot kissed him and fervently declared, "You have saved France."

Dorr E. Felt, president of the Felt & Tarrant company, stated that his company is neutral. The organization is world-wide and its employés are numbered in the armies of all the countries at war. Mr. Felt said that he was ready at any time to transform his plant into an ammunition factory and start turning it out by the ton, but he would do this for nobody but Uncle Sam.

Desk Calendars in Demand for New Year.

Probably no desk accessory has enjoyed a greater increase in volume of sales in the last few years than the handy and now all but indispensable desk calendar which is made in so many different styles.

The Hale Specialty Company of 118 North Jefferson street, Chicago, point out that forgetting costs thousands of dollars each year, and that the only sure way to stop the leak is by equipping every desk in one's business with a memorandum desk calendar and instructing every clerk

Book Form Desk Calendar made by the Hale Specialty Company.

and employé in the use of such a device; furthermore, insisting on the use of the device daily.

The Hale Specialty Company manufactures several different styles of desk calendars with flat form base for single desk, flat form base for double desk, and with book form base, the last named style being illustrated here.

These different styles of desk calendars are necessary items of the stationer's stock. They are useful holiday gifts and are a practical necessity upon the desk. They sell readily, for every business man recognizes the utility of these devices. They serve not only as a reminder of appointments to come, but answer the purpose of a brief diary of past events. The leaves may be preserved and filed away at the end of the year if it is thought desirable to do so, and new calendars may be added from year to year without renewing the base. Such devices should be in the hands of every person, and their daily use should be a matter of habit.

Dealers who desire to obtain suitable stock in this line

Every Section has a Finished Top

MEILINK STEEL FILING CABINETS

PROTECT YOUR VALUABLES

THE most critical today acknowledge them unequalled in strength of construction, workmanship, design and finish.

The weight and quality of steel used in the various parts of each Section are determined by careful study of the work it must do. The mechanical principles involved in the construction have been proven correct. Expert workmanship is evident in every detail—the perfect fitting drawers, the ease of drawer movement and the case work show that every workman "knows how". The finishes are the most beautiful example of metal finishing you have ever seen. Nothing has been spared to bring Meilink Cabinets up to their present high standard of quality.

They will create more business for you because of the practical economy offered the user. The saving in floor space; greater percentage of filing capacity and elimination of "finishing" and "reducing" tops have proven a strong appeal to careful buyers.

Dealers and Salesmen

Valuable agencies are still open. We want proper representation and offer you a proposition that is worth your best efforts. We give you the most liberal sales helps to get the line before your trade. MEILINK FILING CABINETS and FILING SAFES mean a greater volume of sales and at a better profit. Write for dealers' discount and full particulars or our District Salesman's proposition, today.

It will pay you to investigate

The Meilink Manufacturing Company
Toledo, Ohio

The Best **V**ariable Line Spacer.
The Best **I**nterchangeable Carriage.
The Best **C**arriage Feed.
The Best **T**ouch for Speed.
The Best **O**btainable Construction.
The Best **R**ibbon Carrier.

The Best **M**arginal Locks.
The Best **A**djustment.
The Best **C**olumn Selector.
The Best **H**abit a stenographer can have.
The Best **I**nbuilt Decimal Tabulator.
The Best **N**oiseless-as-possible-front-stroke machine.
The Best **E**scapement.

MAKE THE

Victor Typewriter

"All That's Best in a Writing Machine"

Victor Typewriter Company
812-814 Greenwich Street
New York, N. Y.

will make no mistake by sending for data and catalogs from the Hale Specialty Company, whose address is given above.

Conklin Company Adopts Broad Consumer Policy.

A reproduction of the upper portion of a Conklin pen advertisement which appeared in the leading magazines in November is presented in this column. The Conklin company guarantees absolute satisfaction to the user of their self-filling fountain pen. They have tied no strings to this guarantee, but assure any purchaser who is not thoroughly pleased with the Conklin that he may return it to the dealer from whom he purchased it or to the Conklin Pen Manufacturing Company, Toledo, and receive a new pen free of charge or get his money back. That this unlimited confidence displayed in their product

Part of a Conklin Pen advertisement familiar to many readers of general publications.

will result in increased sales for Conklin dealers, is the firm belief of the Conklin Pen Manufacturing Company. They intend that no prospective Conklin pen purchaser need have any reason for holding back, since he will take no risk whatever when he buys a Conklin pen.

A catalogue giving full descriptions of free Christmas sales helps will be mailed to any dealer who will write to the Conklin Pen Manufacturing Company at Toledo.

Seasonable Selling Help Distributed by Moore Push-Pin Company.

The card sign here shown is designed to increase sales on Moore push-pins and Moore Pushless Hangers by suggesting their use for calendars, framed pictures, etc., during the Christmas season.

The text matter is appropriately framed with a border of holly in green and red, and a bow of red ribbon is attached to a Moore push-pin at the top ready to be hung in a

The Art Metal Exclusive Agency

Jamestown, N.Y. Now

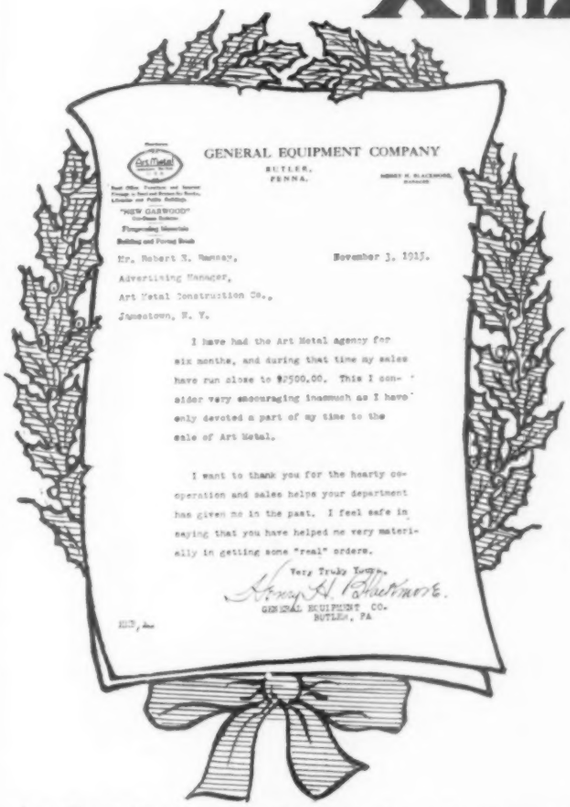
To Any up-to-date Office Outfitter

$Big Sales-Bigger Business-Biggest Profits$

Send the Coupon

TERRITORIAL OPPORTUNITIES

Art Metal's Xmas Gift to You



GENERAL EQUIPMENT COMPANY
BUTLER, PENNA.

"NEW GARWOOD"
Fireproofing Materials
Building and Paving Brick

Mr. Robert N. Ramsay, November 3, 1915.
Advertising Manager,
Art Metal Construction Co.,
Jamestown, N. Y.

I have had the Art Metal agency for six months, and during that time my sales have run close to $2500.00. This I consider very encouraging inasmuch as I have only devoted a part of my time to the sale of Art Metal.

I want to thank you for the hearty co-operation and sales helps your department has given me in the past. I feel safe in saying that you have helped me very materially in getting some "real" orders.

Very Truly Yours,
Henry H. Blackmore.
GENERAL EQUIPMENT CO.
BUTLER, PA

Our Xmas gift to you is *opportunity*—a chance for you to share with hundreds of other dealers the better business and bigger profits that accrue from an Art Metal exclusive agency.

The letter which we reproduce on this page, from Mr. Blackmore, of Butler, Pa. (a town of 20,000). gives but a faint idea of the general success which Art Metal Dealers *everywhere* are having. Mr. Blackmore's record is typical; it's just the sort of success *you* would have with Art Metal line.

It's always a "Merry Christmas and Prosperous New Year" for Art Metal Dealers.

So fill out and mail the coupon for confidential information. We may not yet be represented in your locality.

Prosperity Coupon

Art Metal Construction Company, Inc.
312 Gifford Ave., Jamestown, N.Y.

Please send me (without obligation) full information about the Exclusive Agency in my locality.

Name_____

Address_____

Art Metal Construction Company, Inc., Jamestown, New York.

The Visigraph

Is the COMPLETE typewriter, desirable for every writing service.

It has SPEED, is quiet and easy running, has interchangeable carriages and every convenience known to the Typewriter Art.

IT IS COMPLETE

Catalogues on request.

The Visigraph Typewriter Co.

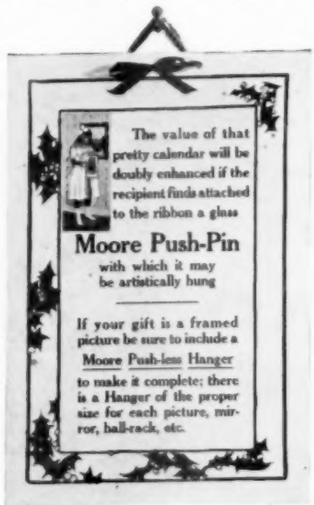
Lenox Avenue and 116th Street

New York City

GENERAL AGENCY FOR GREAT BRITAIN,
35 Queen Victoria Street - LONDON, E. C.

suitable place in the store. This card sign is an attractive sales-help of which there is only a limited supply, hence the dealers are asked to be prompt in applying.

The average dealer by co-operating with the manu-



New Card Sign Supplied to Dealers by Moore Push-Pin Co. This Card Is 10½ by 15½ Inches.

facturer can greatly increase his sales on these attractive little devices that are so well advertised and have become so popular with the general public.

All requests for these attractive cards that are received prior to December 1st will, no doubt, be attended to promptly, but the manufacturer informs us that after that date they will not be able to guarantee delivery with any certainty.

Requests for this card sign should be sent at once to Moore Push-Pin Company, Wayne Junction, Philadelphia, Pa.

Bauer Speaks for Lynn at Rate Hearing.

The commonwealth of Massachusetts recently held an extended examination of railway earnings in the Bay State with reference to the subject of taxation. It seems that the state authorities, aided by the business interests,

Mr. Bauer of Lynn as the cartoonist of the Boston Globe saw him.

chambers of commerce, etc., are trying to get at why the state of Massachusetts does not receive more money in taxes. The investigators seemed to suspect that some property is getting away without paying its share of public burden. During the time when the railroads of the state were up for examination, Ralph S. Bauer, the Lynn, Mass., stationer, who represented the Lynn Chamber of Commerce, participated in the discussion. It seems that one of the roads had appeared with such a staggering

A Tray Binder for commercial houses

This young lady is posting the ledgers and making monthly statements on the Burroughs posting machine in the office of the Evinrude Motor Company.

The Burroughs Company is spending thousands of dollars this month telling business men how the Evinrude Company and other progressive business houses are saving money through mechanical posting.

The Elliott-Fisher Company, the Underwood and Remington Companies are rapidly increasing their sales forces and are spending vast sums in advertising, to create a greater interest in mechanical posting in commercial houses.

The pendulum of demand for posting machines, which heretofore has come largely from the banks, is rapidly swinging toward the commercial field. In a few years machine bookkeeping will be as general as the use of the typewriter and adding machine.

De Luxe Style S Tray Binder

is helping to popularize the bookkeeping machine in commercial houses. It is creating new opportunities for De Luxe dealers to co-operate with the salesmen of these machines and secure a share of the profitable loose leaf business they are developing. Here are some the advantages of the Style S Tray Binder. Read them:

Binds at the side

Punching is at the side of the sheet. The open U-shaped hole is replaced with a solid round hole which will not catch in the machine. *The leaves turn to right or left like the pages of a book.*

Separation of accounts

Posted and unposted accounts are completely separated in the two trays—greatly increasing the speed of the operator in removing and replacing the leaves.

One hand operation

Sheet handling soon becomes automatic. The operator's mind, eye, and left hand are free to manipulate the machine or posting medium.

No key needed

No winding and unwinding of the mechanism. A snap of two simple little catches opens or locks the binder.

Leaves securely locked

When the binder is closed, the leaves are securely locked into place by means of the locking posts. There is no chance for them to be jarred or spilled out of place.

Greater capacity

Can be used up to full 100% capacity. Other binders do not work satisfactorily when carrying more than 60% capacity. A few leaves or a few hundred are held securely in De Luxe Tray Binders.

In your city the department stores, manufacturers, wholesale houses, and all other large businesses are installing bookkeeping machines.

With the Style S Tray Binder you will receive first consideration from the buyers of loose leaf supplies for these machines.

We'll send a complete demonstrating outfit on ten days' approval. Write for details.

Wilson-Jones Loose Leaf Co.

3021 Carroll Avenue, Chicago **129 La Fayette St., New York**

Apparently You Can See Through This

—but not **really.** The drawer front, as well as the frame, is made of heavy oak, which is, of course, decidedly opaque.

But you **can** see through the excellence of this

Browne-Morse Vertical File

TRANSFER CASE

You'll need some in a few weeks, when you begin that inevitable first-of-the-year weeding out process—transferring the past year's letters, invoices, etc., to make room for the new.

Dovetailed! All the frame work of this case is dovetailed together—the strongest joint known to the cabinet maker's art. No nails whatever are used in the outside case.

Roller bearing! Four rollers, an exclusive feature of the B-M Transfer Case, keep the drawer from dragging or sticking. It works smoothly and easily at all times.

Sectional Feature! B-M Transfer Cases build up, one above the other, like standard sectional cabinets, without bolting. They stay "put" and do not slip or slide around when being used.

Three-Ply Built Panels, framed in, very much stronger than solid wood or just a rotary cut veneer.

Wide Solid Drawer Sides, not narrow sides and iron bands.

Light Golden Oak Finish, very attractive for the business office.

Like all Browne-Morse office furniture and filing equipment this Transfer Case represents high quality and the most modern ideas, yet its price is decidedly moderate. Furnished in various dimensions to suit your particular needs.

Write us today. Complete information quickly furnished — and prompt shipment assured.

BROWNE-MORSE COMPANY

112 McKinney Ave. Muskegon, Mich.

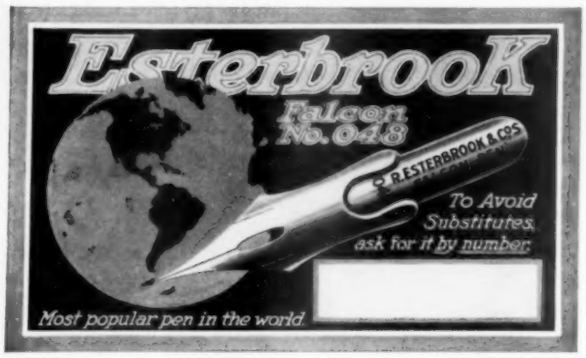
DEALERS—B-M Vertical File Transfer Cases are an exceptionally good "buy." Let us send you full particulars and dealer's discount. Write today.

amount of statistics, many volumes of public documents, that Mr. Bauer observed he thought the railroad should furnish a printed brief of all its evidence. This brought some lively objections on the part of the opposition.

The Boston Globe of November 10 published cartoons of the various speakers, including a likeness of Mr. Bauer in one of his favorite attitudes.

An Example of Esterbrook Advertising.

In the November number Office Appliances discussed a few interesting things about some new ideas in Esterbrook advertising. The cut here shown is a reproduc-



A New Esterbrook Blotter for Dealers.

tion of one of the blotters which the Esterbrook people are supplying to their dealers. The cut-out shown in the lower right hand corner supplies a place where the dealer's name may be imprinted. These blotters are attractive advertising devices. They have an element of usefulness, and serve to call attention not only to the dealer's store but also to the fact that he handles Falcon pens.

Those who are not already participants in this valuable dealer's service, which includes blotters, circulars, etc., should communicate with the Esterbrook Pen Manufacturing Company, Camden, N. J.

Handy Stamp Moistening Device.

The Ideal Moistener Company of Findlay, O., presents the Ideal sanitary moistener, a device made for moistening stamps and envelopes, in which no sponges, wicks or felts are used. This little machine is of the simplest possible construction, being a square receptacle of porcelain in which a porcelain roller rests on axles at either side. The bowl is partly filled with water and the revolution of the porcelain roller carries sufficient moisture upon its surface properly to dampen stamps or envelopes. The roller has a solid brass hub highly nickel-plated. Rubber

View of Ideal Sanitary Moistener, showing rubber knobs, which prevent scratching desk tops and slipping on slanting surfaces.

bumpers on the base of the reservoir prevent the device from scratching the furniture. This little machine is used now by some of the largest concerns in the world, and is said to be meeting with great favor and growing demand.

Business is booming!

Merchants everywhere tell our 800 salesmen that business is booming.

We have had two record crops, at big prices, with big demand at home and abroad.

We have a record mineral production.

Stocks of manufactured material are short, and labor is in great demand at high wages.

Exports largely exceed imports.

Foreign competition is less than ever.

U. S. securities are coming home.

Factories are busy, many working overtime.

More freight cars are needed, and steamers are taxed to capacity.

We have the best money in the world, more of it than ever before, with easy credits.

Hundreds of millions loaned to other nations and record-breaking importation of gold.

Such a combination of favorable circumstances never has occurred before, and probably will never occur again.

Billions of dollars are passing over the merchants' counters. The people who spend this money want the best service.

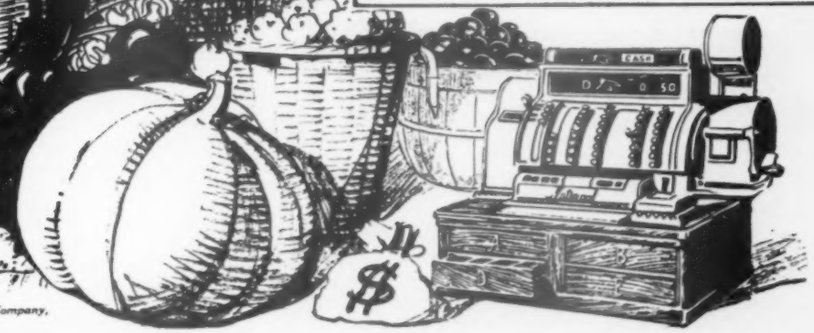
They demand it in all kinds of stores, from the smallest to the largest.

They get it in stores which use our up-to-date Cash Registers, which quicken service, stop mistakes, and increase profits.

Over a million merchants have proved our Cash Registers to be a business necessity.

[Signed] John H. Patterson

Dayton, Ohio.



Write for booklet to
The National Cash Register Company,
Dayton, Ohio.
Agents in every city.

"Carbons that endure"

"Ribbons that last"

"Records Time Cannot Erase"

MAKE MORE MONEY
by selling

Neidich Process
Carbons and Ribbons

You will find they will help you keep down your costs and increase your sales, and a steady growth in your profits will be evident.

By their Quality—you can win more customers, perfectly satisfying all their requirements. Permanent, satisfied customers are the security of your business, and the high character of our line is your best insurance against losing their trade.

Their Prices—reduce your costs at once—increase your profit on every sale. You can sell more and defeat close competition at a profit.

By our Service—the "life" of your business depends on it, we realize. You are assured individual service you can rely upon always. Your interests are protected by our unqualified guarantee of uniform, satisfactory quality.

Write for samples and prices Today. Tear off the coupon Now for a reminder. Use it to save time.

NEIDICH PROCESS CO.
BURLINGTON, N. J.

The Most Up-to-date Carbon and Ribbon Factory in the World

MAIL COUPON TO-DAY

NEIDICH PROCESS COMPANY,
Burlington, N. J.

Send us samples and quote prices on your carbons and ribbons. Also please match attached sheet of our most popular carbon.

Name.....

Address.....

.....

Kienly Takes Cleveland District for Royal.

Andrew C. Kienly, for several years Duluth manager for another leading typewriter company, has accepted an appointment as district manager for the Royal Typewriter Company at Cleveland, and will have charge of the territory including northern Ohio, western Pennsylvania and eastern Indiana.

Mr. Kienly, who has been one of the most active of the younger business men of Duluth, being a member of the Commercial club, Rotary club and the Duluth Automobile club, and has taken a prominent part in Masonic, Elk and

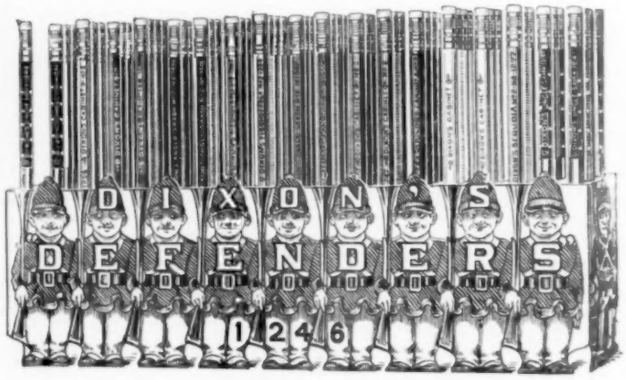
Andrew C. Kienly, New District Manager for Royal Typewriter Company at Cleveland, O.

other fraternal circles, leaves Duluth with much regret. He will be missed by his associates in the typewriter business there.

Mr. Kienly's new appointment will afford him an opportunity to employ his abilities in a large, popular and prosperous territory. The Duluth Herald and the Duluth News-Tribune published sketches of Mr. Kienly's business career on the announcement of his intention to take up the new work.

Dixon's Defenders Assortment No. 1246.

At first glance one may think of this timely display of practical construction as a mobilized army with pencils looking like pikes. This is to impress the kiddies. Upon



closer examination, however, one will notice the smiling faces of these Dixon Defenders and realize that their duty is purely ornamental. More impressive than the sol-

Study Your Customers

PENS and personality are inseparable,—

And the stationer's success in the sale of pens is pretty nearly in proportion to his understanding of human nature.

Study your customers:

The heavy, two-fisted contractor type, for example, wants a large, strong pen—probably a stub.

The business executive wants a strong, virile, easy writing pen, that expresses his vigorous personality,—bold, certain, authoritative;

The bookkeeper requires neatness, and a clear, true, even line;

And the better the stationer understands these needs the more he realizes the necessity of a pen assortment comprehensive enough to meet them all.

That's why more and more stationers are displacing three and four incomplete, duplicating, small pen lines for *one* complete, effective assortment. By this they accomplish five big things:

First—Tie up less money in stock.
Second—Save counter space.
Third—Get maximum display.
Fourth—Offer the most complete assortment.
Fifth—Make it easier for the customers to buy.

To assist dealers in concentrating and improving their Pen Departments there are ten different sizes of Esterbrook Counter Display Cases.

Write us about these today, and for any other assistance we can give to make your Pen Department bigger, better and more profitable than ever before.

ESTERBROOK STEEL PEN MFG. CO., 80-100 Delaware Ave., Camden, New Jersey.

Esterbrook Pens "Easiest to sell!"

diers, however, are the contents of the assortment, which comprises what is said to be the finest of high quality pencils ever sold in this way. For those acquainted with the Dixon line the following list will suffice:

Anglo-Saxon, round and hexagon, green and purple finishes; Ticonderoga, yellow finish, "cornerless" shape; Uncle Sam, red, white and blue, round and hexagon; Cabinet, round, light blue and tortoise finishes; Cabinet, hexagon, maroon and white finishes; Sequoia, round, yellow finish.

Prices and further information may be obtained upon request from the Joseph Dixon Crucible Company, Jersey City, N. J.

Good Display for Use in Transfer Season.

An effective new window display design for use this season of dealers handling "Y and E" transfer cases and general supplies is illustrated on this page.

In the foreground is a big colored card featuring the "Y and E" alphabetical-numerical system of filing, the "Direct Name System." The card is slit in four places: one for the alphabetical-numerical folders; a direct name guide, an alphabetical-numerical guide and the "out" guide. A piece of tape is passed through these slits and tied back of the card; the other end is run over to folders and guides set up in the window, each specially printed with descriptive matter.

In the background are two uprights and a stack of steel transfer cases. The first upright contains a part of the alphabetical-numerical system, and the sign above it says "Install this system here," i. e., in the second upright, which is filled with papers without guides. This second upright has a sign, "Transfer your old correspondence to"—the steel transfer case.

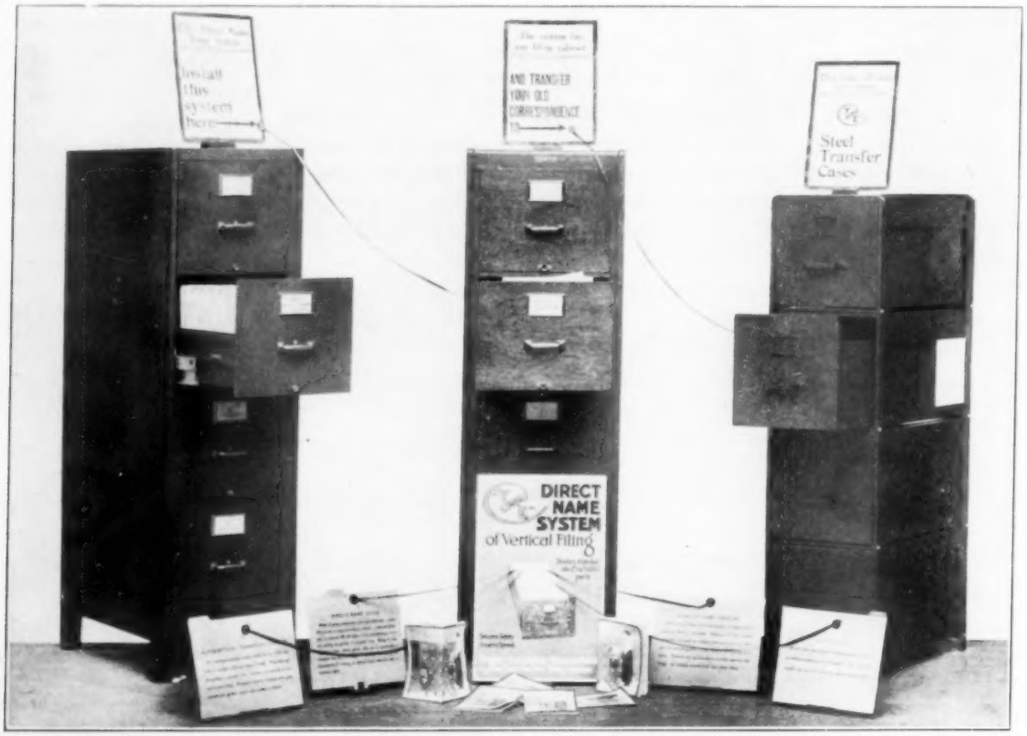
"Yawmanote" tape draped as shown in the photograph gives direction to the eye. The special material required for this display is offered free, and it is expected that it will be one of the most popular and successful general displays of the year.

Head of Rebuilt Co. Returns From Trip.

T. W. Lewis, president and sales manager of the Rebuilt Typewriter Company, 312-328 North May street, Chicago, Ill., has just returned from an eastern trip which proved both pleasant and profitable. During the course of the trip Mr. Lewis visited several of the largest manufacturers of typewriters and was most pleasantly entertained. Arrangements for a continuance of the supply of rough machines of standard makes were renewed. This in conjunction with the fact that the Rebuilt Typewriter Company maintains the largest force in the West for rebuilding typewriters of all makes assures "Retyco" dealers of even better values and service than before, if that were possible.

Ideal Stencil Machine Men Meet.

At the suggestion of Earle M. Scott, purchasing agent for James H. Matthews & Co., Inc., Pittsburgh, Pa., agents of the Ideal Stencil Machine Company of Belleville, Ill., a meeting and dinner were held at the Hotel Schenley, Pittsburgh, on Friday, October 29, at which members of the agency company, department heads, and salesmen met J. W. Marsh, general sales manager of the Ideal Stencil Machine Company and discussed selling methods and the demonstration of the machine. Besides, Mr. Marsh the following were present: James H. Matthews, president, James H. Matthews & Co., Inc.; T. O. Matthews, vice-president; William Jenkins, secretary-treasurer; Earle M. Scott, purchasing agent; C. M. Tipton and James McIlwrath, order department; D. G. McCarns and William Jenkins, Jr., advertising department; D. C. Wilson, manager of the down-town store; Charles Nagy, mechanical department;



The Idea Embodied in This Window Display Will Be Widely Used This Season to Get Business on "Y and E" Transfer Supplies

They Know BOTH Sides

THE BOSCH MAGNETO CO., New York City, used to address thousands and thousands of names by pen and typewriter—but that was BEFORE they "saw the light." Now, they would not part with their Addressograph equipment—pictured opposite—for any amount of money if they could not get another exactly like it.

Of The Addressing Question

YOU'RE pretty well posted when you know both sides of a subject THOROUGHLY. And, as "Experience is the best teacher," The Bosch Magneto Co.—and E. H. Richter, Secretary of the L. O. O. M., Humboldt Park Lodge No. 521, Chicago, DO KNOW BOTH SIDES OF THE ADDRESSING QUESTION. The Bosch Magneto Co. regularly addresses over 100,000 names. Mr. Richter addresses less than 500 names. Years of experience has taught both that hand addressing is *slow, tedious, inaccurate* and *expensive*—while the

Addressograph
TRADE MARK
PRINTS FROM TYPE

is EXACTLY THE OPPOSITE. It replaces *slow, tiring* hands with *swift, untiring* wheels. It prints names and addresses 15 TIMES FASTER than is possible by pen or typewriter. It cannot make mistakes or omissions. It affords every convenience of a perfect Card Index file. It *saves time—eliminates* needless expense—*drives away drudgery* and *increases efficiency* all along the line. Address plates from which impressions are printed can be made RIGHT IN YOUR OFFICE or by us. Type is embossed upon them by Graphotypes which are SOLD or RENTED.

Over 50,000 firms successfully use the Addressograph

Here are a few:
National Cash Register Co.
Packard Motor Car Co.
Bethlehem Steel Company
Equitable Life Ass. Society
Standard Oil Company
Brooklyn Union Gas Co.
Timken-Detroit Axle Co.
Hotpoint Electric Company
Baltimore & Ohio Railroad
Continental & Commercial National Bank
Chalmers Motor Car Co.
Mutual Life Ins. Co. of N.Y.
Marshall Field & Company
National City Bank
John Wanamaker
All U. S. Weather Bureaus
Schriver's Laundry
SYSTEM Magazine
Ward Bakeries

Used in 255 Lines of Business

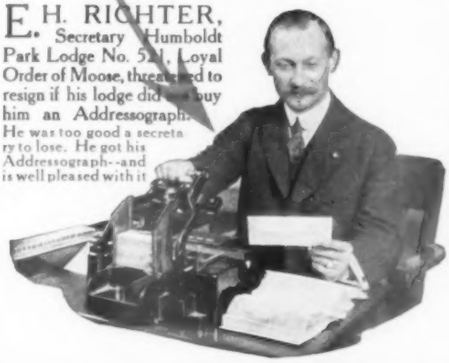
Try It 10 Days—No Cost!

WITHOUT obligating yourself to anything, simply send 50 names and addresses from your list. We will make up complete address plates and ship with a brand new Hand Addressograph. Try this complete outfit in your own office—on your own work, for 10 days AT OUR RISK. Address envelopes, post cards, circulars—fill in form letters—head and date statements, pay forms, etc. Compare the kind of work this inexpensive little machine does—and the time it SAVES—over your present hand or typewriter methods—and if, at the end of 10 days, the Hand Addressograph hasn't sold itself to you, just return it freight charges COLLECT. You obligate yourself to nothing.

The Addressograph Co.
PRINTS FROM TYPE

903 W. VAN BUREN ST.
CHICAGO, ILL.

E. H. RICHTER, Secretary Humboldt Park Lodge No. 521, Loyal Order of Moose, threatened to resign if his lodge did not buy him an Addressograph. He was too good a secretary to lose. He got his Addressograph—and is well pleased with it.



MR. RICHTER and his two little daughters no longer spend long, weary hours, night after night, as they formerly did—laboriously writing members' names, addresses, etc., on envelopes, notices, and other lodge forms. The Hand Addressograph enables Mr. Richter to address his notices in a few moments' time. Each address looks like the best typewriting—is absolutely accurate.

TRIAL OFFER

The Addressograph Co.
PRINTS FROM TYPE
903 W. Van Buren St., Chicago.

Send us further details of Hand Addressograph Trial Offer. We have a list of _____ names.

Your Name _____

Firm Name _____

Street Address _____

Town and State _____

AMFIL TYPEWRITER CUSHION KEYS

THE AMES & FILSTEAD COMPANY

CHICAGO = NEW YORK = DENVER = SAN FRANCISCO

Presenting a Profitable Proposition for Stationers, Typewriter Dealers and Office Specialty Men

AMFIL Cushion Keys are constructed so as to overcome eye strain, prevent finger slipping, and eliminate nervous strain caused by contact of finger tips with the hard keys of the ordinary keyboard.

Use of the typewriter produces a strain on the finger tips which is shared to some extent by other parts of the body. Continual striking of hard keys produces fatigue and sore fingers. AMFIL Cushion Keys are soft enough to relieve strain on finger tips. They make operation easier and quicker.

Everyone who has used a typewriter for a length of time has experienced some discomfort from the glare of light reflected from the shiny keys, especially when artificial light is used; even tho it be for a small part of each day there is a constant strain on the eyes which in time will have a serious effect on the sight. AMFIL Soft Green Cushion Keys have no glare. No light is reflected from them.

GUARANTEE

AMFIL Cushion Keys are guaranteed for one year. The characters are heavily inlaid and the keys are made of the best rubber obtainable. Keys that do not live up to this guarantee can be replaced without extra charge.

A Trial Will Convince

Place a trial order with us and explain the merits of Cushion Keys to your customers. Sales will be forthcoming.

Price $3.50 per set for all single keyboard machines, including all special characters required. Liberal discount.

TYPEWRITER MEN—If you have not received a copy of the Amfil catalog, send for information today. It is by far the most complete parts and supply catalog ever produced.

THE AMES & FILSTEAD COMPANY

PLATENS **PARTS** **TOOLS** **SUPPLIES**

CHICAGO	NEW YORK	SAN FRANCISCO	DENVER	BOSTON AGENCY
508 S. Dearborn Street	82 Duane Street	58 Second Street	1626 Champa Street	114 Franklin Street

Ben Tafel, A. K. Hampshire, Joseph Stein, W. J. Ward, Frank Weber and Ed. Heinrich, salesmen; R. J. Means, assistant purchasing agent; C. W. Elton, sales manager of steel die department and secretary of the meeting.

The dinner preceded the addresses and discussions and was greatly enjoyed. The principal feature of the meeting was an address by General Sales Manager J. W. Marsh, who discussed how to "put across" the sales-producing arguments for the Ideal Stencil Machine.

After Mr. Marsh had explained some of the principal mechanical features of the various machines and passed on one or two little hints as to the fields that have not been touched, actual demonstrations of cutting stencils were made. The feature of special interest was the device for cutting circular stencils. After this some actual demonstrations in selling were presented. Mr. McCarns, acting as purchasing agent, tried to put over some arguments as to why he should not buy an Ideal to Salesman Marsh, but although some of the arguments were hard to answer, Mr. Marsh demonstrated that the Ideal can be sold to the hardest kind of prospects. A round table talk by all the members of the organization brought out a number of good points.

Mr. Scott particularly outlined the Matthews policy in respect to the Ideal Stencil Machine, provided sales reach the desired mark.

A Successful Window Display.

During the stioners convention held in San Francisco last September Patrick & Co., the progressive stationery

A successful window display made by Patrick & Co. of San Francisco, showing a line of Roberts numbering machines. This window display was on exhibition during the stationers' convention and attracted much attention.

and rubber stamp firm, exhibited in one of their Market street windows an interesting display of numbering machines, the product of the Roberts Numbering Machine Company of Brooklyn, N. Y. Embraced in this display were machines for numbering watch movements and watch cases; ticket printing numbering machines for various makes of printing presses; including the style of machines used for numbering the currency at Washington; bar type of machines for bond coupon numbering; hand numbering machines for printing yardage tickets, check certifications, and many other special uses.

The value of the display exceeded $5,000 and it was covered by a special policy of burglary insurance.

The display attracted much attention, and resulted in many prospective orders, both locally and among visitors to the Exposition from other cities.

Advertise the Wizard Way

The Wizard Poster Stamp or Label Affixer

Solves the Problem of Poster Stamp Advertising

The stamps or labels are furnished in rolls and our new "Wizard" machine (patented) feeds, moistens and affixes the stamps by simply punching down the plunger, eliminating all handling of the stamps.

We manufacture the stamps in many very attractive stock designs suitable for various lines at very reasonable prices—we also furnish them in special multicolor designs as simple or as elaborate as may be desired.

Write for full particulars and illustrated circulars, samples of stamps, quotations, etc.

Wizard Company

179 Summer Street, Boston, Mass.

THE ARMOR PLATE OF BERGER STEEL FILING CASES MODERN BUSINESS

Berger Steel Transfer Units Find Ready Customers

TRANSFER time is here. Modern business demands a safe place for transferring letters. Your customers will appreciate the Berger Steel Units.

They are fire, dust and rodent proof. Rigidly constructed and unbreakable. Unlike wood or cardboard, they cannot rot and disintegrate. Practically last a lifetime. They cost no more than wood.

THERE'S big business and good profit for all outfitters handling Berger Steel Transfer Units. We maintain a Co-operative Service which is assisting many concerns in increasing sales — it will help you also — free. Send coupon now for full particulars.

The Berger Mfg. Company

Canton, Ohio

BRANCHES
Boston—160-166 Broadway Extension
New York—8. E. Cor. 11th Ave. & 22nd St.
Philadelphia—Cor. 16th St. & Washington Ave.
Chicago—No. 20 North Market Street
St. Louis—16 South 10th Street
Minneapolis—300-312 10th Ave. South
San Francisco—1120 Mission Street

H. O. 12-15

The Berger Mfg. Co.,
Canton, Ohio.

Gentlemen:—Please send full details of Berger Steel Transfer Units and your Co-operative Service.

Name.....

Address.....

City.....

State.....

THOUSANDS OF

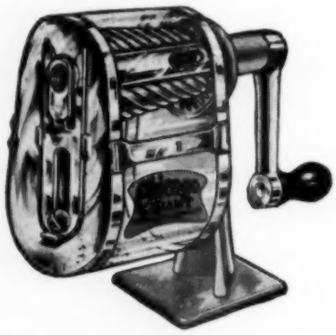
CHICAGO

PENCIL SHARPENERS

ARE SOLD EVERY DAY.

CHICAGO DOLLAR—

Sharpens all standard sized pencils..... **$1.00**



CHICAGO GIANT—

Sharpens every sized pencil made..... **$1.50**

Sell on Sight — Everybody everywhere a possible customer.

As Always — Best by Test

WRITE FOR PRICES

Automatic Pencil Sharpener Co.

1320 Garland Bldg., Chicago

HOW IRVING-PITT REACHED THEIR MARKET

A Campaign in Business Papers to Sell Office Equipment, Selected from an Article in "Advertising & Selling Magazine," for Oct., 1915.

MOST of the advertising campaigns we hear about these days have been built upon the experiences (or believed-to-be experiences) of others. Money is timid, and this is especially true of money expended for advertising. The average advertising manager or agency feels the responsibility of the appropriation and realizes the necessity of making good. Hence the tendency to adopt the popular slogan of "Safety First," and follow in the carefully preserved footsteps of other successful advertisers. This is logical and perhaps, in the main, a sensible thing to do, but occasionally comes an advertiser whose nerve is second only to his sense, and who insists upon an independent analysis of his problem.

This story is of such an advertiser and the obstacles which confronted him in carrying out the plan which was suggested by the careful analysis undertaken.

The Irving-Pitt Manufacturing Company is located in Kansas City. A year ago the principals of the company were persuaded that its already remarkable growth would be greatly hastened by the use of space, and a campaign was laid out and launched. The company had well-nigh perfect national distribution. Its product, which included something over fifteen hundred items, had direct application to any office, and in fact had the whole business world as a market.

With these advantages, the advertiser was thoroughly convinced that advertising would show its power almost immediately. The usual dealer promotion matter was prepared, representing the large demand that was to be created, and suggesting that business sense would impel the dealers to meet that demand and make capital of it. The salesmen were instructed in the plan, and the first big space gun was fired.

No very loud noise in the way of sales echoes followed: in fact, it was apparent that in some mysterious way the charge had missed fire. The men back of the company were good sports, and awaited patiently the signs of progress that always seemed to be just around the corner. As the months passed, however, their questions became somewhat embarrassing, and to shorten the story they finally decided that they'd turn off the faucet and see where the water had been going. Mind you, they didn't insist on getting rich over night, but only desired to see some little indications of uplift. They didn't find these indications.

So they selected an advertising manager in the person of Montague Ferry, who began to give every form of advertising its hearing, and then chose one whose representatives had never dreamed of soliciting the business.

As nearly as the writer can recall it, his train of thought was, "We make things that appeal to business men—our market is 95 per cent in offices. Obviously we must use

FIRST for 18 YEARS

Conklin's Self-Filling Fountain Pen

NON-LEAKABLE

1915

The Original *and* Always *the* Leading Self-Filler

The CONKLIN blazed the trail as the *first* self-filler. And ever since, it has inaugurated each new forward step in fountain pen merchandising. Now, it takes its biggest and longest stride, still well in advance of them all. Our November magazine advertising carries the following Conklin message to four million homes:—

> It is the Conklin policy that every user of a CONKLIN PEN shall be a satisfied user. This is the Guarantee of Satisfaction on every CONKLIN'S SELF-FILLING FOUNTAIN PEN:—
>
> *Your full satisfaction with a CONKLIN'S SELF-FILLING PEN is absolutely guaranteed. Should any dissatisfaction whatever arise, we will give you a new pen or pen point. You can obtain this same service through your dealer from whom the pen was purchased. Should you fail to obtain that high degree of satisfaction from your CONKLIN PEN that your judgment dictates, the full purchase price will be refunded. If pen is sent to us direct with request for refund, give us the dealer's name.*
>
> You alone are the judge of your own satisfaction—we impose no conditions. We back up our dealers without reservation. So you can consider this guarantee as the personal guarantee of the dealer from whom you buy.
>
> We make this unreserved guarantee because we know the CONKLIN is mechanically perfect. Its "Crescent-Filler" is the simplest of all self-filling devices, strong and durable, positive in action.

Help us carry out this strong, broad guarantee, with your customers. Remember, the CONKLIN is the only high-grade self-filler not imitated in the cheap, low-grade fountain pens.

THE CONKLIN PEN MFG. CO., 166 Conklin Bldg., Toledo, Ohio

Viking Stationery File

The Original Steel Stationery File

PRICE $5.00

FACTS:

Built on scientific principles. Each receptacle is a unit, easily kept clean. Headings distinguished at a glance. No wrinkled corners or soiled sheets. Pays for itself.

Patents Pending—Fits any desk drawer, separating envelopes, second sheets, legal size forms down to telegraph blanks. Receptacles adjustable as to depth.

Good Profits

Sales Agents wanted in every city.

Viking Sales Company, Minneapolis, Minn.

MILWAUKEE FINE CHAIRS

The Jury of Awards of the Panama-Pacific Exposition has awarded to us

The Medal of Honor

—the highest that could be given—for office, bank and courthouse chairs. The exhibit upon which the Jury based their decision will be put on display to the trade on our Chicago sales floor January 1st.

MILWAUKEE CHAIR COMPANY

Address Nearest Branch:

Chicago New York Milwaukee Seattle

"DAISY" Indestructible Waste Paper Baskets

MADE IN FIVE SIZES

No. 63-C is the BIGGEST VALUE ever offered to RETAIL at 50 CENTS

Also

"DAISY" Indestructible UMBRELLA STANDS

TWO Sizes to RETAIL at $1.00 and $1.50

"DAISY" RUBBISH AND TRASH BURNERS

FOUR Sizes to RETAIL at $1.00 to $3.00

Liberal Profits to Jobber and Dealer. Write for Prices.

No. 63-C

The Massillon Wire Basket Co.

Manufacturers

Massillon, Ohio, U. S. A.

publications that reach business men. Trade journals are read by business men—they can be read nowhere else because they cater solely to business, and unless business men read them they'd cease to exist. Hence we'll pick out a live trade journal in each field and treat that composite circulation as one, because it makes no difference whether he's a hardware man, a baker, a dry goods merchant or an ironmonger—if he's a business man he's our prospect."

(Here follows a brief statement of the working out of the details of the plan and a list of the trade papers used outside the office appliances field.)

They have also continued to use publications reaching the stationery trade. The combined circulation of the publications listed is approximately 499,608. This is figuring paid circulation, and allows only one reader to a subscription. The cost of this advertising is about the

LOOSE I-P LEAF

PRICE BOOKS

Used for a thousand purposes by men and women in all walks of life. The adaptability of this book has made it the widest sold ring book ever designed.

Fillers are made in eight different rulings and can be obtained anywhere.

Bound in handsome, durable, black cowhide—leather lined with strong pocket in the front cover.

Made in over thirty sizes and styles, ranging from 5x3 inches to 14x8½ inches, and selling complete with sheets and indexes from $2.00 to $5.90.

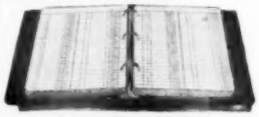
Also made to order in any desired size.

LARGE RING BOOKS

Construction is similar to the I-P Price book but much heavier. Many people prefer this book to any other as a ledger, journal, stock book or sales book.

Bound in cowhide with corduroy sides—half black cowhide back and corners, cloth sides—or in full duck canvas. Sheets can be had in five popular rulings, twelve sizes from 11x8½ inches to 14x8½ inches—also made to order in any desired size.

Prices from $2.45 to $6.45.



MEMO BOOKS

The Pigeon Holes of Your Mind

The most useful, handsomest and most compact pocket companion ever devised. Takes up very little space in the pocket, carries enough sheets for all purposes and an index for permanent reference. Has the handy concealed button ring opener. The greatest possible aid to personal efficiency. Bound in finest black morocco—lined with leather. Sheets can be had in six styles of ruling. Made in fourteen sizes from 2x4 inches to 11x8½ inches. Priced from 90 cents to $4.90 complete with sheets and indexes. Also made to special order in any size to meet particular needs.

For further details as to Ring Binders send for Catalog 22
For Ledgers, Ledger Sheets and Ledger Transfers Catalog 70
For Post Binders (for transfers and filing various forms) Catalog 52
For Commercial Outfits (labor saving forms for many purposes) Catalog 30.

AT ALL FIRST CLASS STATIONERS

Irving-Pitt Manufacturing Company

LARGEST LOOSE LEAF MANUFACTURERS IN THE WORLD

410 Eighth Street Kansas City, Mo.

Example of Irving-Pitt Advertising in Business Papers.

same (a little less if anything) as the previous campaign in the popular weeklies, and **there is no waste in circulation.**

Mr. Ferry completely ignored precedent in the bulletin to dealers in which the plan was announced. There were no promises of immediate consumer demand, no pictures of crowds fighting to get the goods from the dealers' shelves and no frenzied appeal to stock the goods and get rich. Instead let us quote one phrase from the document itself: "We believe the campaign will create consumer demand, but we do not believe the dealers will need police help to keep the crowds away from their stores." That the dealers appreciated being treated as intelligent citizens is proved by the overwhelming endorsement of the plan which came back on post cards (self addressed) and in letters which asked for cuts and imprint matter to enable those dealers to tie up to the general campaign. It was this instant appreciation on the dealers' part that suggested a house organ, and here again precedent was treated shamefully.

The advertising manager refused to consider the idea of an elaborate house organ, padded out to give an idea of the glory and power of the house. "If they want literature they can get it elsewhere—we'll give 'em a condensed and easily read bulletin every two weeks, full of

THE Dalton is first of all an *adding* machine. For plain, straight adding and listing it has no equal, and on such work has set many a sensational record under conditions as divergent as the varying activities of commerce afford.

But the Dalton is something more than simply an adding machine. It is a calculating machine as well, capable of doing all that can be done on any other calculating machine, with the added advantage of a printed record of the work performed. Easier, in fact, than any single purpose machine performs its solitary function, the Dalton attends to its numerous duties with increased speed and efficiency.

The Dalton adds; subtracts; multiplies; divides; figures fractions as well as whole numbers; cross-foots; computes interest; figures costs; pay rolls; change sheets; prorates; verifies invoices; foots trial balances; checks postings; figures percentages and discounts; makes out monthly statements. In fact, the Dalton takes care of anything that comes under the head of figure work with ease, accuracy and dispatch, rendering a physical audit slip of the work performed. Dalton versatility is unique.

Whether you buy a small capacity Dalton at $125.00 or pay several times that amount for a larger machine fully equipped with special features, you get the same high grade material and careful workmanship. Let us bring a Dalton to your office and show you how it can expedite your accounting work.

TENSION
Mail Containers

are used in every line of business and they cover the mailing needs of any and all of your customers.

The Tension line includes open-end tension envelopes, double metal-clasp envelopes, single metal-clasp envelopes, metal-flap clasp envelopes, document envelopes, photo-mailing envelopes, filing envelopes, folders, mailing boxes, etc., etc.

You will be especially interested, perhaps, in the Open-End Tension Envelope you've seen everywhere and the Metal-Clasp Envelopes, one type of which is illustrated.

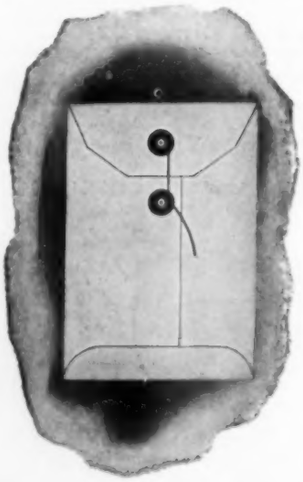
Our book, "Envelope Specialties," is in itself an education in mailing containers. Send for the book. It's yours for the asking.

The Tension Envelope Co.
INCORPORATED
296 Broadway, - NEW YORK, N. Y.

PIONEERS AND ORIGINATORS

Factory: Bush Terminal

Selling Agents in Principal Cities



live stuff and well printed, but without any boiler plate sermons or clipping bureau jokes. They'll read that thoroughly while they let the sixteen page de luxe stuff accumulate until the pile is big enough to burn." You've probably guessed that this house organ pulls— and you've guessed right. It makes the best mail order puller look sick by comparison and it's expensive only in the thought that goes into it.

Be it remembered that the campaign among business journals was to help the dealer—not to bring inquiries to the advertiser. The copy was therefore prepared accordingly (see accompanying sample); there was no bid for inquiries and the reader was respectfully referred to his dealer.

As the campaign started in April it's too early to set down figures, but a careful investigation among the dealers enables one to forecast the ultimate successful result with some accuracy.

Demand for "Y and E" Cooking Recipe Outfits.

The Yawman & Erbe Manufacturing Company, of Rochester, N. Y., has made preparations in anticipation of an extensive Christmas sale of their recipe card index files this season. These files and indexes have been growing steadily in popularity from year to year. Their neatness

New Recipe Card File made by the Yawman & Erbe Manufacturing Company.

and orderliness appeals to women, and men also are good prospects because they see at a glance that it answers the problem of what to give wife or mother which will have novelty and charm and at the same time not represent money thrown away.

Several different outfits are made by "Y and E" and three especially are being featured this year in advertising matter: Outfit No. 25 at $1.00; Outfit No. 28, $1.50; Outfit No. 401, $7.00.

Geyer's Starts a New Department.

Geyer's Stationer in one of its recent issues has commenced the publication of a new department of short and pithy paragraphs of personalities concerning members of the trade. This department is presented under the head "They Do Say." We suspect that our good friend Albert B. Abrams has not a little to do with the actual creation of this department. Indeed, we seem to recognize that fine precision and aptness of style which characterizes

A thousand well printed copies of a letter, drawing or diagram, ready for mailing in thirty minutes — at the cost of a few cents—done by the mimeoscope and the mimeograph. A truly wonderful new invention. No engravers' cuts or blue prints necessary.

EDISON-DICK MIMEOGRAPH

Send — today — for booklet "T," showing how a thin sheet of dark blue paper has absolutely revolutionized office printing methods. Mimeograph prices range from thirty to one hundred and sixty dollars.
A. B. Dick Company, Chicago
—also New York.

Business Hints *from*

THERE'S just one standard by which the people of Multiopolis measure Bill Carlton. It's this—does he "deliver the goods" in the office equipment line?

Bill has a lot of competition, of course, and that's one reason why the title he holds—Bill Carlton, Success—means so much.

The *Allsteel* Line

is built from the user's point of view because sections which anticipate business needs are best sellers for Allsteel Dealers.

There are sizes, styles and finishes for every requirement; Lines which give a range of prices to suit every prospect; and one high quality throughout insuring full value, ***plus.***

GF Filing Supplies—a Line designed to take care of filing and record keeping methods of every kind, with stock items which are immediately available. They're a great selling team with GF Allsteel Files.

Business Building Service—all the helps you've been getting and the extra assistance that comes only with such long experience as the fifteen-year-old Allsteel Line has back of it. This includes both personal co-operation and compelling publicity.

Allsteel catalogs will tell you the full story. Filing Equipment Catalog and Filing Supply Catalog sent for the asking.

A "straight front" and his signatu
C. Moore Sayles

The General Firepro

3682 Logan Avenue

Successful Bill Carlton

He says you can't expect to sell any line without having the right sections ***in stock.*** So Bill carries the Allsteel Line right up front where every prospect who comes in can select the right equipment without flurry or fuss. And the handy way in which Allsteel sections stack together, make each case adaptable to a great many uses.

Then he gives the second floor over to surplus stock. He figures that each first sale is good for more orders if he gets the goods out in a hurry.

But that's not the whole game—Carlton has taken advantage of the broad experience which is back of Allsteel Filing Equipment. He doesn't sell just files, he sells whole systems and knows what is best for every kind of business organization, big and little.

It's going on eight years now since Bill Carlton became an Allsteel Agent. He hasn't always had easy sailing but every year shows up better than the last, because Allsteel has grown in scope and service, consistently.

Write for all the facts about an Allsteel Agency. They'll open your eyes to new opportunities and new business.

A Bright Christmas and Prosperous 1916

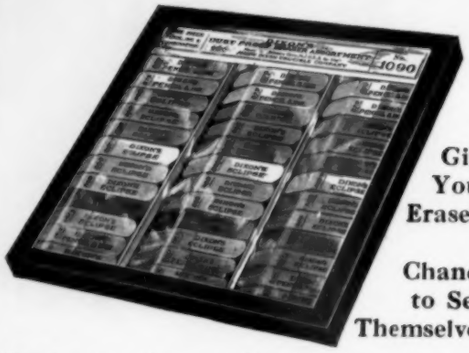
This is our season's wish for you all—agents and dealers in Allsteel and office supply men, whatever line you sell.

The year has brought full return for our efforts; the Christmastide will bring complete rest from our work; the new year heralds greater activity than ever before. We hope this may be your lot, as well.

Bill Carlton's Home Office Pal

This keen young chap, C. Moore Sayles, is helping Allsteel dealers to sell Allsteel Transfer Cases for the big end-of-the-year business. His suggestions and window trims are a great help to Bill. Maybe you're not an Allsteel Dealer, but want to know about Sayles' work. He'll tell you if you ask—Free.

ing Company
Youngstown, Ohio



Give Your Erasers a Chance to Sell Themselves

Don't coop them up in boxes upon shelves, just to keep them clean and fresh. It's unnecessary.
No dust or dirt will collect upon the contents of a

Dixon's Dust-Proof Eraser Assortment
No. 1090

because the container is protected by a thin, transparent window-like cover. The contents are three dozen pencil, ink and combination erasers, in red, white, blue, gray, green colors. Container is 8¼ by 9¼ inches; fitted with easel back attachment, for counter display as illustrated. Order this new eraser assortment or write for prices and information to the

JOSEPH DIXON CRUCIBLE COMPANY
JERSEY CITY, N. J.

Underwood's

EVERLASTING BANK INK

A Quality Product

for

PERMANENT RECORDS

"Lasts as long as the paper"

Put up in handsome attractive style. Quarts and Pints furnished with improved aluminum pour-outs. A great convenience to the user.

John Underwood & Co.
62 PARK PLACE :: NEW YORK

Branch Offices:

BOSTON TORONTO LONDON PARIS VIENNA

some of the writings of a race which was old in civilization and honorable achievement before Plato was born.

A Handsome Exhibit.

The photograph of the exhibit of the Safe-Cabinet Company at the recent annual business show in New York City reached us too late for presentation in the November number of Office Appliances. It is therefore presented here to show something of the character and extent of this excellent exhibit which included all the different models of the Safe-Cabinet. At the left is shown a Safe-Cabinet which is enameled in white and is designed for

View of Exhibit of Safe-Cabinet Company at New York Business Show.

doctors, dentists and oculists. Office cabinets were shown in profusion as will be noted by reference to the picture.

Paper Making Shown on Films.

Thanks to the obliging camera man with his motion pictures, it is now possible to bring the paper mills and factory to the stationer's very door so that every stationer or anyone interested in the sale of writing paper can view the many processes in this interesting industry.

To be more specific, we are informed by the Eaton, Crane & Pike Company that the Mutual Film Corporation is releasing each week throughout the country a series of films under the title "Seeing America First."

As a part of this series it was only natural that the film producers should select the beautiful Berkshire Hills of western Massachusetts, famed the country over for their fair and enchanting scenery. And as paper making is so intimately associated with this section of the country it was only natural that this industry from rags to fine social stationery should be featured in the film.

Permission to make these pictures in the mill and factory was granted by Eaton, Crane & Pike Company and the film, No. 9, in the "Seeing America First" series, was made and released on November ninth, with the first showing at the Stanley theatre in New York.

Films of the same picture are now traveling throughout the Mutual circuit and, to those interested, it will be possible to see this picture when it is shown at the neighboring Mutual motion picture theater.

Not only are the complete processes of making paper and fine stationery shown, but the film also contains many beautiful scenes for which the Berkshires are so famous. And we are informed by those who have already been privileged to see it that the picture is unusually interesting, entertaining, and instructive throughout.

THE SIGN OF SATISFACTION

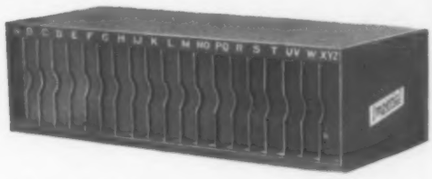
Filing Cabinets Imperial **Filing Supplies**

The Imperial Policy

Dependable Lines
Prompt Service

VERTICAL FILES
SOLID CONSTRUCTION

No. 212 With 13 inch Sanitary Base. Also desk height.

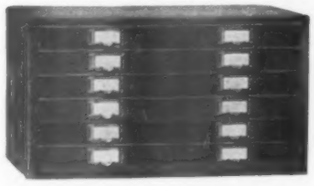


No. 105 ENVELOPE DISTRIBUTOR
No. 106 STATEMENT DISTRIBUTOR
An ideal file for the busy bookkeeper, bill or order clerk, for mailing and stenographic departments.

SECTIONAL COMBINATIONS

No. 1 This line of Cabinets comprises sections for every business use.

LEGAL BLANK SECTIONS



No. 118 Each drawer has two compartments. They are sectional and can be added to from time to time. Can also be set on our 18 inch Leg Base.

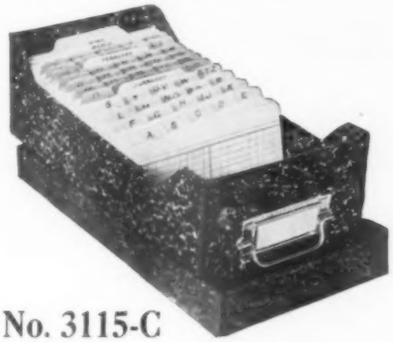
OUR HOLIDAY ATTRACTION
COOK RECIPE OUTFIT

No. 305 Made in plain or quarter-sawed Oak, Birch Mahogany and White Enamel. Four handy sizes.

SOLID CARD CABINETS

No. 531 Made in three standard sizes 3x5, 4x6, and 5x8. One, two, four and six drawers.

FIBER BOARD TRAYS



No. 3115-C
Fiber Board Card, Invoice, Check File, Deposit Slip, Document and Transfer Files.

Let us submit our catalog and trade discount.

STATIONERY RACKS

No. 26 With cover — Four Finishes — **No. 25** Without cover

Imperial Methods Co
MANUFACTURERS OF
Filing Cabinets and Filing Supplies
TELEPHONES
MAIN 4872-AUTOMATIC 34-023
204-06-08 WEST MONROE STREET
Chicago, Ills.

Imperial Imperial

DODGE

DURABUL

TRADE MARK

RIBBONS

Are you a "Dodge" user? If not write us and we will give you proof that you should be.

REPUBLIC-DODGE

Douglas St. and Third Ave., BROOKLYN, N. Y.

"THE EQUIPOISE"

MOST MODERN AND POPULAR

TELEPHONE ARM

It shows at a glance the advantage of having one in the office.

Easy to attach and handle, is self-balancing and will remain in any position and at any angle.

OVER 125,000 NOW IN DAILY USE

SELLS ON ITS OWN MERIT

Get further evidence of convincing proof from us.

The Holtzer-Cabot Electric Co.

BOSTON, MASS.

6161-65 So. State St. CHICAGO | 101 Park Avenue NEW YORK | 1104 Union Trust Bldg. BALTIMORE

Putting a Friend in a New Place.

In the current issue of Everybody's Magazine is a new department entitled "Less Well-Known Faces Behind Well-Known Trade-Marks." This is part of an energetic propaganda for trade-marked goods, in which Everybody's has the following to say by way of introduction:

"You know what a trade-mark is. It may be a name. It may be a design. Most of us buy by trade-marks. It is the mark on the article which shows the article was made by some particular manufacturer. The mark identifies the manufacturer. Thus Bon Ami, Ivory, Spearmint, Gold Medal—a thousand names and marks identify the articles you buy for daily use with the men who make those articles and stand back of them. You know the trade-marks well. The faces of some of the men back of the trade-marks are less familiar. You will be interested in looking at their faces and learning a little of

George Ed. Smith.

their dramatic history. Every year they make and market hundreds of millions of dollars' worth of goods.

"The trade-mark has an authentic record of past performances running back more than four thousand years. Today it is the maker's guarantee of the quality of the article he manufactures. It simplifies shopping. Without it you would have to be an expert judge of everything you buy. The trade-mark made familiar in every household in the land by advertising becomes an extremely valuable and helpful servant.

"Chinese pottery manufactured when Hoang-To was Emperor, about 2698 B. C., was stamped with his name and that of the maker. That was trade-marking it. Many an antique auction room has paid expenses selling imitation Chinese trade-marks ever since.

"Following the trade-mark down through the next two thousand years, you will find that the Greeks used it extensively; and the Romans, who were the Japanese of

"Y and E"
VERTICAL FILING SUPPLIES
Get the Habit—
Call upon "Y and E"
Whenever you need Vertical Filing Supplies of any kind whatsoever, ask "Y and E". Here you can depend upon getting quick and superior service, owing to the great variety of high-grade stock that we manufacture.
Vertical folders, scored for expansion; tabbed folders—name-and-number, alphabetical, monthly, blank; binder folders; straight-cut folders; special utility vertical folders; pressboard vertical folders; original alphabetical-numerical folders; complete Direct Name systems; YawmanotE folders and file pockets; vertical guides—blank, alphabetical, geographical, numerical; enameled steel guides; flat and angular metal label holders; same, adjustable; everlasting index tabs of various designs; "out" guides; transfer record guides; gummed stickers; check filing systems; transfer cases of improved and superior design—binders' board, wood and steel; vertilex desk files; adaptable metal compressors; commercial report supplies; etc., etc.
The "Y and E" line of Vertical Filing Supplies is the most complete and most up-to-date in the world.
Make it a matter of store policy to get all your supplies from "supply headquarters".
Big Catalog upon request
YAWMAN AND ERBE MFG. CO.
Rochester, N. Y.
Branch Offices in New York, Newark, Boston, Philadelphia, Washington, Chicago, Kansas City, Cleveland, Buffalo, Pittsburgh, Springfield, Mass., San Francisco, Los Angeles and Oakland. In Canada, The Office Specialty Mfg. Co., Ltd., Toronto and Newmarket.
"Leaders of the World" in Filing Devices and Office Systems—Wood and Steel.
Steel Transfer Case

75c

Why So Popular? Ask

Marshall Field & Co., John M. Smyth & Co., and thousands of other firms, large and small, in this and other countries.

Patented Nov. 22, 1904
Patented June 16, 1915

The Serviceable Peerless

A very useful article for the office.
Can be used for moistening stamps, envelopes, fingers, or labels, and would prove to be a desirable holiday gift to your friends.
Attractive discounts to Dealers.
Write for particulars. Sample sent on approval.

PEERLESS MOISTENER COMPANY
838 S. Claremont Avenue Chicago, Ill.

The Character of Carbons and Ribbons shall be maintained

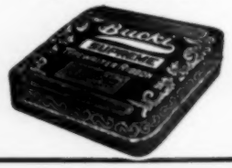
Bucki

Into whatever straits the dyestuff situation may lead us, we will not sacrifice the quality of our products. If we find ourselves unable to produce some colors ordered, our customers will be notified promptly—no substitutions will be permitted. At present our supply of raw material is in good condition and we are in position to care for our customers' requirements.

Our line includes ribbons for all typewriters and duplicating machines — carbons for every purpose. Dealers who have trouble in filling their requirements will do well to get in touch with us.

The Buckeye Ribbon & Carbon Co.
MANUFACTURERS

1265-67 W. Second St.



Cleveland Ohio, U.S.A.

"FAULTLESS" Pen and Pencil Clips
QUARANTFED

Made in three sizes—Pencil, Medium and Large Pen sizes. Mounted three dozen on a card in any assortment desired.
Finished in Ebony black, which is new and exceedingly durable. Heavy bright nickel. Electro gold plate. For neatness and practicability this clip has no equal.

L. D. VAN VALKENBURG, Manufacturer
HOLYOKE, MASS. U. S. A.

their day, took over the entire Greek system of trade-marks, and—gave it legal standing. For example, if the baker whose name was stamped on the loaves of bread found in Pompeii some two thousand years after they left the oven, had detected another baker stamping bread with his name, he might have collected damages under the Roman civil law.

"The Free Cities of the Middle Ages, with their big guilds, were as jealous of trade-marks as is the manufacturer of today. They stamped their municipal coat of arms on goods that were up to their standards. And the courts recognized this mark as a property right. Albrecht Dürer, the artist, brought suit in Venice in 1500 to restrain a nimble-fingered competitor from copying his monograms and engravings. The judge enjoined the fellow from using his monogram, but allowed him to reproduce the engraving. We can say, without fear of contempt of court, that our judges do better by the artist in these days. And we are realizing the importance of protecting the manufacturer of trade-marked goods by new laws defining unfair competition."

Among the faces shown in the new department is that of our friend, George Ed. Smith, president of the Royal Typewriter Company. Below the likeness is a brief biographical sketch which we are inclined to borrow word for word, with acknowledgments and apologies to Everybody's Magazine. Here it is:

"If you were born Smith, baptized George E., and after wrestling with the law decided you'd rather sell things than argue about them, you might do what this particular Mr. Smith did—if you had sales instinct. George E. Smith, on a card, lacked individuality, so our Mr. Smith became George Ed. No, it isn't Edwin—guess again. Having trade-marked Smith, he began selling typewriters twenty years ago. He wouldn't be "our Mr. Smith" for this page, if he hadn't worked hard and studied the machine he was selling and the problems of salesmanship.

"Mr. Smith went to Chicago because it contained the largest number of potential buyers within easy reach. Started out with a machine under his arm and worked both sides of the street systematically. Thereafter the clicking of typewriter keys on these streets made the roar of the traffic sound like "The Maiden's Prayer" played on mute keys.

"When he became general manager of the Royal Typewriter Company, word was sent to the factory at Hartford to speed up the production because George Ed. was on the job. He could say "yes" and "no" quicker and with more knowledge than anyone in the office, and two years ago he became president of the company. His business hobby is organization. We hate to do it, because the information came from a friend, but President Smith is the greatest plagiarizer of Confucius in the business world. He has translated him into modern ethics for his house organ.

"Mr. Smith has a thousand-acre ranch in North Dakota. If he knows the scores of the men present, he will admit that he plays a fair game of golf."

Mr. Smith is in good company, for among the men whose likenesses appear in this department are Eldridge Reeves Johnson, president of the Victor Talking Machine Company; Adolphus Williamson Green, head of the National Biscuit Company; Charles H. Steinway, the piano manufacturer; Harry Hart, Hart, Schaffner & Marx; Henry Bourne Joy, head of the Packard Motor Company; F. F. Peabody, of Cluett, Peabody & Co.; Charles H. Ingersoll of Ingersoll watch fame, and George Horace Wilcox, head of the Meriden Britannia Company, makers of the silver bearing the famous trade-mark, "1847 Rogers Bros."

ELLIS MECHANICAL POSTING MACHINE

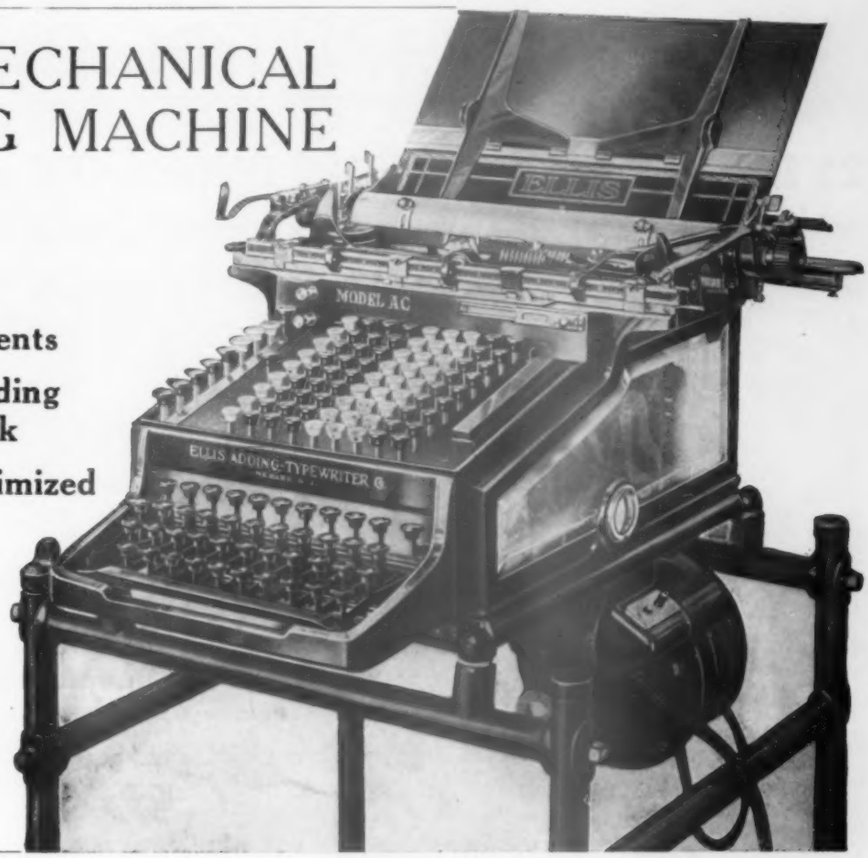
Bookkeeping

Ledger Posting

Monthly Statements

All Kinds of Adding Machine Work

Bank Work Minimized



ELLIS ADDING TYPEWRITER COMPANY

Newark, New Jersey

No. S 10

Perfection Pedestal Typewriter Desk

Made with All Steel Roller Bearing Mechanism

Write for Catalog

J. F. DIETZ & CO., 4851-71 Spring Grove Ave., Cincinnati, Ohio, U. S. A.

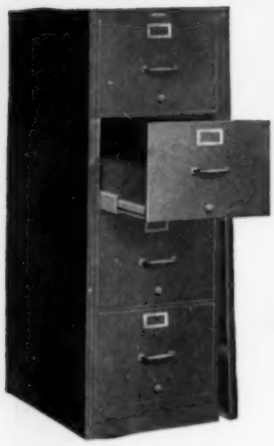
HIGHEST QUALITY
LOWEST PRICES

Globe-Wernicke Lines

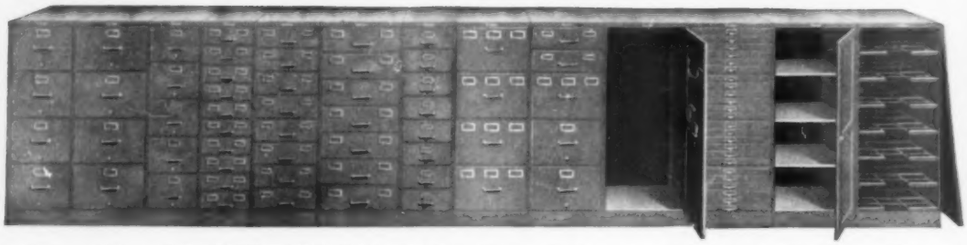
QUICK SALES
GOOD PROFITS

BUILT TO ENDURE

21 Different Lines; Over 100 Different Filing Sections; The Most Complete Lines of Steel Filing Cabinets Made



7042 V. C. Steel Upright, Cap Size



Letter Size | Cap Size | Bill Size | CARD INDEX FILES 3x5 4x6 5x8 | Check | Document | Special | Wardrobe | Legal Blank | Cupboard | Roller Shelves

Globe-Wernicke 7000 Steel Line—28 Inches Deep

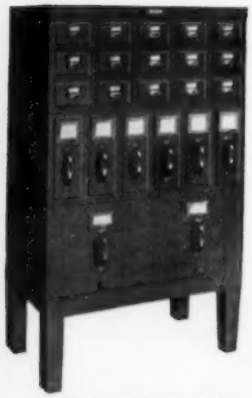
Maximum Capacity and Quality in Steel Uprights at Minimum Cost.

The dealer who handles Globe-Wernicke products enjoys the sales supremacy and business prestige of a connection with the greatest manufacturing concern of its kind in the world.

Globe-Wernicke offers him the greatest variety; 21 different lines — 9 lines of Steel Cabinets, 12 lines of Wood Cabinets, comprising filing devices to meet the requirements of any kind of business.

Send today for our catalogue and agency proposition.

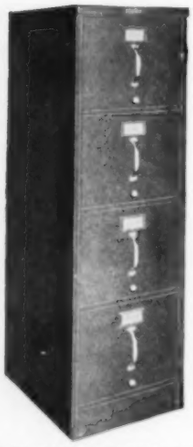
G-W 16 Inch Width Steel Line. Over 20 different sections



G-W 32 Inch Width Steel Line. Over 60 different sections in this line

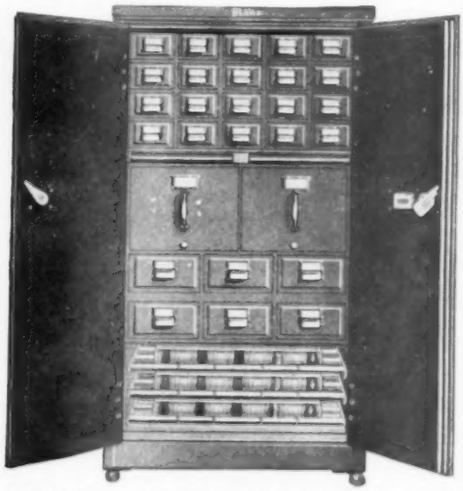
TRANSFER CASES
STORAGE CASES
—All Wood—
—Steel—
—Wood-Tar Board—
Order Now

G-W Steel Card Index Cabinets



G-W 6000 Steel Upright Line

G-W Steel Transfer Case



Globe Steel Safes; five sizes. The 32 Inch Steel Horizontal Sections are used in above

The Globe-Wernicke Co.

CINCINNATI

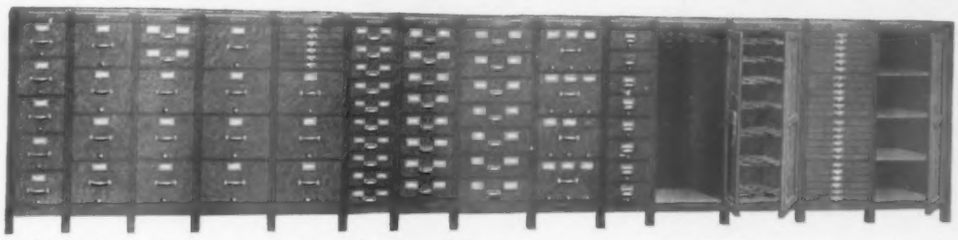
HIGHEST QUALITY
LOWEST PRICES

Globe-Wernicke Lines

QUICK SALES
GOOD PROFITS

BUILT TO ENDURE

9 Steel Filing Cabinet Lines; 12 Wood Filing Cabinet Lines; The Most Complete Lines of Wood Filing Cabinets Made



Bill Size | Letter Size | Letter and C. I. | Cap Size | Cap and Legal | CARD INDEX FILES 3x5 | 4x6 | 5x8 | Document | Check | Wardrobe | Roller Shelf | Legal Blank | Cupboard

G-W 2041 V. L. Wood Upright Line

821 V. L. Unit. Built to fill a demand for strong upright at very low cost

Globe-Wernicke 2000 Wood Line—28 Inches Deep

Maximum Capacity and Quality in Wood Uprights at Minimum Cost.

In hundreds of thousands of offices Globe-Wernicke Sectional Filing Cabinets are in use. Additional sections for these are being continually ordered. Globe-Wernicke Dealers get the orders. Behind the Globe-Wernicke dealer constantly at his and his customers' service—stand the vast Globe Wernicke plant and the mighty Globe-Wernicke System equipment organization.

It will pay you to investigate our proposition. We are prepared to handle carload or trainload orders with equal facility.

G-W 33 Inch Wood Line designed for U. S. Government

G-W Wood Horizontal Sections. There are over 100 different Filing Sections in this Line

G-W Wood Unifiles

G-W Low prices Vertical Cabinet. Note that file is entirely enclosed, and does not slide in a skeleton frame

G-W 16½ Inch Wood Line designed for U. S. Government

The Globe-Wernicke Co.

CINCINNATI

YOUR INVESTMENT

in the stock which you carry should be judged by the same standards and surrounded by the same safeguards as any other investment. Especially is this true of your supply business which involves return orders and is among the most dependable of your assets. Because we recognize this we are manufacturing

World and Tuxedo

Brands of

Ribbons and Carbon Papers

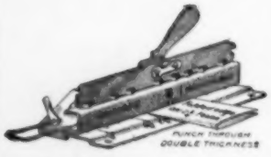
for dealers who, like you, refuse to take any chances with their customers, and who understand that it pays to consider quality. Satisfactory results are what the customer in ribbons and carbons demands, and failing of these his business goes over to a competitor. It pays to invest in the best.

We'll send samples and terms to prove it if you'll write us on your letterhead.

International Carbon Paper Co.

206 Broadway **New York, N.Y.**
17 Quincy St. **Chicago, Ill.**

The "B&P" Universal Punch Press SIX IN ONE

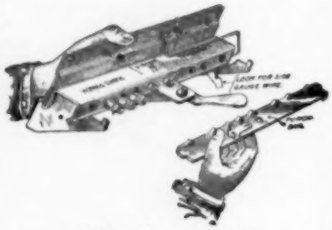


The Universal Punch

is a practical, simple and strong punch for office use, and one that the office boy can operate **quickly** and without fear of breaking.

There are three Standard Gauges of 3/16" Post Binders and three Standard Gauges of Prong Binders.

It Punches Them All



$1.75

Notice the simplicity
This Shows Method of Adjustment

BOORUM & PEASE
Loose Leaf Book Co.

MAKERS OF
"Standard" and "S. & T." LOOSE LEAF DEVICES

MAIN OFFICE: 109-111 Leonard Street, New York
FACTORIES: Brooklyn, N. Y.—St. Louis, Mo.

W. E. Cooper to Resume Business.

Readers of Office Appliances will be delighted to learn that W. E. Cooper, familiarly known as "Dad" Cooper or "Uncle Sam," from resemblance to our national uncle, will soon become a manufacturers' agent at Pittsburgh. George S. McCay will be associated with Mr. Cooper.

W. E. Cooper (Uncle Sam).

The firm will cover Pittsburgh and points within a radius of 150 miles. Mr. Cooper was formerly one of the leading stationers of Pittsburgh. His health failed a year or so ago and he was forced to retire from business. His recovery is a matter for rejoicing.

Dictaphone Contest Winner Uses L. C. Smith Machine.

In the last issue we gave an account of the Dictaphone Contest which was one of the features of the Annual

L. J. Tannenholz, winner of the Dictaphone contest at the New York Business Show.

Business Show in New York City last fall. The winner of the contest, L. J. Tannenholz, whose likeness is shown

DEALERS

Get the Exclusive Agency for the Great REX!

Act quick!!!! Write for our remarkable proposition to DEALERS. This is your opportunity to get the exclusive agency in your town for the wonder of the typewriter age—the perfect, faultless typewriter—a $100 machine retailing at $57.50—THE REX.

Breaking all precedents, smashing all records, staggering the typewriter industry, this new wonder backed by a live typewriter organization offers to the DEALER the chance of a lifetime. We are making the DEALER the FOUNDATION of our business—by eliminating the enormous expense of branch offices, sales managers and salesmen, we are able to produce a STANDARD TYPEWRITER at an unbelievably low price.

We guarantee the REX typewriter to be unexcelled in the typewriter field and we welcome comparison with any other standard typewriter. All the essential features are built in: Visible Writing, Light Touch, Unlimited Speed, Extra Wide Platen, Perfect Paper Feed, Two Color Ribbon, Back Spacer, Line Lock, Tabulator, Removable Platen, etc.

Mail the Coupon Now Don't miss this wonderful opportunity. Write today for our Dealer's Proposition and the REX Catalog.

Rex Typewriter Co.
28 E. Jackson Blvd.
CHICAGO

Rex Typewriter Co.,
1504F, 28 E. Jackson Blvd., Chicago

Please send me, without any obligation on my part, Catalog and special direct-from-the-factory offer to dealers on the $100 standard model REX TYPEWRITER.

Name.....

Address.....

.....

A Brand New Carbon Paper For Your High-Class Trade

It surely means much to you to be able to offer your discriminating customers a *guaranteed* carbon paper—one which is bound to give satisfaction because it is manufactured with quality and service as the prime considerations. Such a carbon paper is now available to dealers in

Crown Brand Papier De Luxe

The materials used in the manufacture of CROWN BRAND PAPIER DE LUXE are of the best possible quality regardless of cost, and you may sell it with the distinct understanding that it must meet every reasonable requirement or it may be returned. The package is attractive in appearance and also insures perfect protection and preservation of the contents

Write for samples of CROWN BRAND PAPIER DE LUXE. It will leave no doubt in the minds of your customers that they are getting their "money's worth."

Crown Ribbon & Carbon Mfg. Co.
Rochester, N. Y.

BRANCH OFFICES: 206 Broadway, New York, N. Y.
Century Bldg., St. Louis, Mo.
Direct inquiries to nearest office.

Crane Ladies' Stationery

Sold by all Stationers and Booksellers

These goods are suited to the tastes of the most select trade. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer.

Presented in the following Styles and Qualities:

SUPERFINE QUALITY. In Light Blue Boxes, containing ¼ ream of Note paper each, and in separate boxes ¾ thousand Envelopes corresponding.

EXTRA SUPERFINE QUALITY. In Lavender Colored Boxes, containing ¼ ream of Extra Fine Paper each: in like Boxes are Envelopes to match.

Our papers are supplied in Bordered Goods and other specialties by EATON, CRANE & PIKE CO., Pittsfield, Mass., and 225 Fifth Ave., New York, whose boxes bear the word "CRANE'S" containing our goods.

This Trade Mark every box

ALL THIS STATIONERY CAN BE RELIED ON AS REPRESENTED. MANUFACTURED BY

Z. & W. M. CRANE DALTON, MASS.

here, used the L. C. Smith & Bros. typewriter. Mr. Tannenholz is an enthusiastic advocate of the merits of the L. C. Smith & Bros. typewriter.

Loose Leaf Men Hold Meeting.

First Annual Convention of the National Association of Loose Leaf Manufacturers Meets in Chicago.

ONE of the most important events of last month in the office equipment field was the first annual meeting of the National Association of Loose Leaf Manufacturers—an organization composed of the leading loose leaf manufacturers of the United States, and one whose future action will solve many of the perplexing problems which now confront this great industry. The association will work at all times in harmony with the National Association of Stationers and Manufacturers, and, it is expected, will render enormous assistance to that organization, whose welfare the members of the loose leaf association have sincerely at heart.

The convention was held at the Congress hotel in Chicago on Monday and Tuesday, November 8 and 9. The meeting was called to order promptly at ten o'clock on Monday morning, and after the formal opening the regular order of business was suspended to receive the report of Mr. Pitt, chairman of the Permanent Committee on Uniform Methods of Cost Finding, and to hear the address of Clinton H. Scovell of Boston, Mass., who delivered an interesting informal talk on the subject of Cost Finding and Efficiency Work in Factories. At the close of his address Mr. Scovell was requested to present a proposition for making a survey of the plants of the several members with a view to devising a practical system by which each of the members of the association could arrive at manufacturing costs by the same method. Mr. Scovell's offer for visiting the plants of each of the members of the association and submitting a detailed plan of operation with forms and instructions for installing a uniform method of cost finding was accepted by the association, and he agreed to complete his report before January 15, 1916.

The regular order of business was resumed at nine o'clock on Tuesday morning. President Miller made a brief address, reviewing the history of the association since it was organized in January, 1915, and expressing the belief that the important work which had been undertaken would prove a great benefit alike to the manufacturer, dealer and user of loose leaf goods.

Charles R. Fargo, the secretary and treasurer of the association, read his report, which was audited and approved.

The Committee on Constitution and By-Laws submitted a report, recommending a number of minor changes, which were formally adopted, and the secretary was instructed to have the revised form printed.

Election of Officers.

William P. Pitt of the Irving-Pitt Manufacturing Company was elected president of the association for the ensuing year; C. D. Trussell of the Trussell Manufacturing Company was elected vice-president, and C. R. Fargo of the Wilson-Jones Loose Leaf Company secretary-treasurer. President Pitt was immediately escorted to the chair and took up the work of the meeting.

A motion was adopted that the association appoint a committee to define the general trade policy of the association and submit a written report to the association at its next meeting. The president appointed Messrs. Fargo and Bardenheuer on this committee and instructed them to select a third member. This committee will work in conjunction with the loose leaf committee of the National Association of Stationers and Manufacturers in shaping up a general sales policy which the members of the Asso-

PLAYING CARDS

Bicycle | Congress

FRONT OF BOX.

No.808

Ivory or Air-Cushion Finish.

FOR GENERAL PLAY

Bicycle quality made Bicycle reputation. We spare no expense to maintain this quality and give players the best popular priced card in the world.

TRADE MARK

No.606

Gold Edges.
Air-Cushion Finish.

FOR SOCIAL PLAY

Always Something New in CONGRESS.

Look for the name 'Congress' on every box.

With new picture designs in colors constantly coming, other popular designs revised, dealers can always supply their customers with patterns suitable for any occasion

Keep your stock of Congress up to date.

The Official Rules of Card Games—Hoyle Up-to-Date—a complete book of rules for all Card Games revised each year

Also makers of 89 Treasury, 1 Bijou, 54 Initial, 202 Sportsman's, 88 Jumbo Bridge, 500 Five Hundred, 707 Cabinet, 39 Trophy Whist, and many other grades of Playing Cards. Also Poker Chips—all kinds and qualities—Card Dominoes and Educational Games. Write us for Catalogue Price List

THE UNITED STATES PLAYING CARD COMPANY

CINCINNATI, U. S. A.

The Trap and the Trapper

SOME WEBSTERIAN DEFINITIONS

Cheap: purchasable for a low price; common; of small value.

Shrewd: sharp-witted; sly.

The first indicates the bait. The second the trapper—after the pelt.

Value: that which renders anything useful or estimable; excellence; importance.

Fair: of good reputation; just; equitable; openly honest.

GENERAL TYPEWRITER EXCHANGE

"The Service you will ultimately adopt"

LIVE AND LEARN

Our sales for the first nine months of 1915 exceeded those for any twelve months in our history.

THANKS

Our appreciation of this result will be shown in constantly bettered products and service.

COMPETITION

We never compete with the retailer, we are the only strictly wholesale rebuilding manufacturers in the world. **The Best Always in Quality, Price, and Co-operation.**

UNDERWOODS of Quality in all grades.

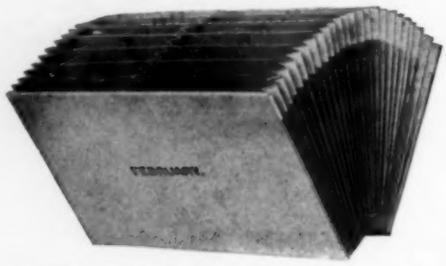
GENERAL TYPEWRITER EXCHANGE, Inc.

70 Washington Street, BROOKLYN, NEW YORK

European Distributors—Thorp & Martin Typewriter Co., 79 Queen St., London, E. C., England. Mr. P. R. Chown, Balmes 12, Barcelona, Spain. Messrs. Liebert & Meyerhof, Hamburg, Germany

FiberstoK

Expanding Files



THE STANDARD OF QUALITY

Made to withstand the hardest usage and give years of satisfactory service.

We use the toughest of papers, reinforced with cloth at points of greatest wear; partitions are built into the files, extra stiff front and back—no open corners to collect dust.

Carried in stock in nine sizes; indexed A to Z; 1 to 31 or Jan. to Dec.

Special sizes, special indexing and special pockets supplied promptly at reasonable prices.

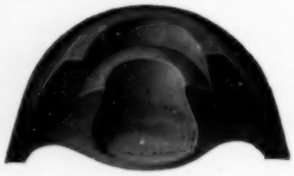
Catalogue 2-A lists the various sizes and the most complete line of flat and expanding envelopes, folders, file pockets, etc., ever made. Send for a copy now.

NATIONAL ENVELOPE CO., INC.
34 to 40 E. Allen Street, Philadelphia, Pa.

Typewriter Supply Men and Repairmen

There are several reasons why *you* are logically the man to handle and make a large margin of profit on

AZORA AIR CUSHIONS



Patent Applied For

In the many offices that you visit daily every typewriter that is not already equipped with Azora Air Cushions represents a prospective sale.

You can attach Azoras in a few seconds, while asking the customer whether he has ever used them. The beneficial effect is so immediately evident that the rest is simple.

Azora Air Cushions are built on the same successful principle as the automobile tire, a combination of air chamber and rubber—of the greatest resiliency.

Azora Air Cushions would work in with your business excellently. We'll be glad to tell you more about their sales possibilities—their nerve-saving, typewriter-saving, sanitary features.

Let us hear from you today.

AZORA RUBBER COMPANY
Manufacturers
1945 South 54th Ave., CICERO, ILL.

Sole Agents for India:
PADAM GODREZ & CO., 291 Hornby Road, Bombay.

ciation of Loose Leaf Manufacturers will follow in selling their goods. It is hoped that this committee will be able to work out a more equitable plan of protection for the dealers who are carrying stocks of loose leaf goods and are assisting the manufacturers in creating a demand for them. The committee on trade policy also expects to make an investigation of the conditions surrounding the accounts of certain large consumers who have always purchased loose leaf heretofore direct from the manufacturer, and, if possible, to assist the local dealers in controlling these accounts.

On motion the association concurred in the recommendations of the loose leaf committee of the National Association of Stationers and Manufacturers at its San Francisco convention with reference to the establishment of a uniform date of publication for catalogs and price lists. It was unanimously agreed that so far as may be practical all catalogs and price lists issued by the members of the association will hereafter be made effective on September 1st. It is believed that this action of the association will meet with the hearty approval of the trade, as it will enable the dealers to publish their catalogs hereafter with the knowledge that the list prices will not be changed for at least one year.

The association endorsed the recommendations of the loose leaf committee of the National Association of Stationers and Manufacturers with reference to the standardization of sizes and gauges, and the president appointed Messrs. Frank L. Severance of the Irving-Pitt Manufacturing Company and O. J. Timberman of the Sam'l C. Tatum Company on the Standardization Committee, instructing them to select the third member of this committee. While the full scope of the work of the Standardization Committee has not yet been outlined, it is understood that this committee will make a careful investigation of the advisability of dropping as stock items certain sizes and styles of binding for which there is no appreciable demand.

The president was authorized by the association to investigate the possibility of securing a competent man for the position of permanent paid secretary of the association. It was the feeling of the members that greater good could be accomplished by the association with a secretary who could devote his entire time to its interests, investigating trade conditions, gathering data for cost finding and standardization and assisting the officers and committees of the association. It is understood that Mr. Pitt will interview a number of possible candidates for this position and submit a report at the next meeting of the association.

The association endorsed the action of the Stationers' Board of Trade with reference to discouraging the practice of dealers returning goods for credit without first securing the consent of the manufacturer or jobber to accept them. It was unanimously agreed to act upon the recommendations of the Board of Trade and to refuse to accept for credit any goods returned hereafter where orders have been filled in accordance with instructions, unless consent is secured from the manufacturer before such a return is made.

The next meeting of the association will be held at Chicago on January 19, 1916.

Pioneer in the Stationery Business.

Office Appliances has received a card from W. H. McQuiston of Monmouth, Ill., announcing his eightieth birthday. This card likewise makes known the fact that Mr. McQuiston has been connected with the Book Store at Monmouth from 1867 to the present time. Mr. McQuiston does not state that he intends to retire on the occasion of his eightieth birthday, which occurred on December 8th.

DORNETTE DESKS

Extremely Popular With Office Furniture Dealers

Made as fine as the best kiln-dried hardwoods and skilled workmanship can make them.

Write for Catalog

Our Latest Sanitary

THE J. DORNETTE & BRO. CO., Cincinnati, Ohio

The Chair That's Made To Sit In

Safe to lean back in, that adjusts easily and stays adjusted, that can't break where most chairs do, and won't break anywhere—the simple, safe and silent tilting rotary office chairs with the patent Marble & Shattuck iron—

That's the Chair to Sell

Other chairs have irons made to look like this, but while they copy the iron and chair pattern, they can't use the principle of the fixed one-piece shaft. This basic M. & S. patent prevents the "wabble."

Why not obtain the agency for the line that is standard of design, of workmanship and finish—the Marble & Shattuck line of chairs for offices, banks and all public buildings.

Sold only through the dealer

Send for catalog and booklet "Revolution in Chair Irons"

THE MARBLE & SHATTUCK CHAIR CO.
CLEVELAND, OHIO

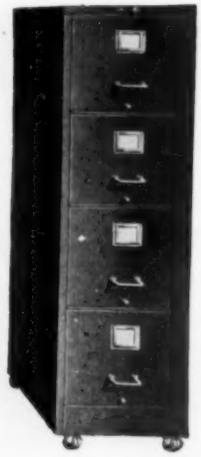
CHICAGO OFFICE: 600 So. Michigan Ave., H. G. HUNN, Representative
NEW YORK OFFICE 815 Marbridge Bldg., A. B. HUNN, Representative

CHAIR IRON PATENTED

Van Dorn Steel

THIS Catalog throws a new light on the metal furniture field. You will be surprised at the breadth of the line that is shown—and you will be interested in the profit possibilities offered you as a Van Dorn Dealer.

The Breadth of This Line—



EVERY intelligent business man knows and admits the advantages of steel office equipment over wood. But the fact remains that there are still a great many concerns using wooden furniture.

Tradition—that accounts for it.

They've been thinking wood for a good many years. You can't change their method of thinking over night. You can't expect them to replace their entire wooden equipment with steel—at once.

All that's necessary is to get them started with steel. The unusual breadth of the Van Dorn Line makes the first sale easy—for no matter what it is a customer needs—whether it's a roll-top desk, locker or waste basket—you can satisfy that particular need with a Van Dorn Steel Product.

If a customer wants to try out steel in a small way—the one-drawer case makes it easy and economical for him to do so. This case is complete in itself. He can add to it as he desires. One may be piled upon another. They fasten securely together without bolts or screws.

After you have placed one piece of Van Dorn Steel in an office—you can easily persuade the customer to adopt steel for his entire equipment.

The substantial construction, the utility and the beauty of Van Dorn Steel will bind the customer closely to you. One product will pave the way for another.

THE COMPLETE LINE INCLUDES

TABLES, CHAIRS, DESKS, FILING CABINETS, COUNTER HEIGHT CASES, STORAGE BOXES, LOCKERS, TRANSFER CASES, SECTIONAL BOOK CASES, WASTE BASKETS, DESK TRAYS, ETC.

Van Dorn Steel

IT'S hard to think of a single thing in office furniture and equipment that can't be had in Van Dorn Steel. The line is so extensive that it enables you to meet not only the ordinary requirements, but the unusual needs as well.

Means Easier Sales for You

With Van Dorn Steel your customers can unify and standardize their office equipment. They don't have to fill in with odd pieces. Everything matches. And they have a wide range of attractive finishes from which to make their selection.

The construction of Van Dorn Steel is as good as an accumulation of twenty-two years experience can make it. During this time we have manufactured steel equipment to specification for large corporations, public institutions, government buildings from coast to coast.

Look at the United States Mail Box in front of your store and you see a Van Dorn Product.

Eighteen years ago we began serving the government. Just recently we were awarded the contract for furnishing the steel equipment and furniture for the new Battleship Arizona.

The organization behind Van Dorn Steel is a big, responsible concern whose products are well known now—and are going to be better known because of our extensive advertising.

The dealer who takes over our line is sure of a bigger business in his office equipment department—both in stock and in made to order furniture. And what is more, he will make a generous worth-while profit on every sale.

Everything points to unusual prosperity during the coming year. The concerns who are expanding—and those who are just starting—will need equipment. With an attractive comprehensive line like Van Dorn Steel you can get your share of this new business. And we're ready to help you.

Will you permit us to lay the facts before you—to tell you about Van Dorn Steel—how we make it—where it's different—why it excels—and what possibilities it offers you?

The Metallic Furniture Department of

THE VAN DORN IRON WORKS COMPANY, CLEVELAND, O.

Agencies in all Principal Cities.

We are looking for District Managers who have had experience in the metal equipment field. It offers an unusual opportunity to those men who can qualify. If you're big enough for the position get in touch with us.

This coupon will bring our proposal and catalog to you. Send it today.

THE
VAN DORN
IRON WORKS CO.
CLEVELAND, OHIO

Kindly send us your new Catalog and Price List. We are interested in your dealer proposition for Van Dorn Steel

Name.....

Address.....

MERCURY
CARBON PAPER

has attained such a high degree of modernized perfection that there is no excuse for a progressive dealer to stock and re-stock every month some old-style fossilized carbon.

Consider the Advantage — the prestige, satisfaction and profit inevitable with the handling of Mercury new-process, modern, clean Carbon Paper.

Dominate Your Territory As a Leader.

Let our Efficiency Bureau advance the spark of your sales organization.

Interesting booklet, samples and quotations on request. Exclusive territory to producers.

THE MERCURY MFG. CO.
Rochester, N. Y., U. S. A.

Intensively Efficient

This is the No. 200-A Byron Typewriter Cabinet. When closed it is 32½" long, 20" wide and 38" high—smaller than the corner news stand—but it holds all supplies needed in the day's work of a busy stenographer.

No. 200-A is designed for use in small banks, small offices, the home library or study—it is destined to replace the old fashioned secretary and the bookcase writing desk.

It has a writing bed for clerical work or personal correspondence. It has ten receptacles which accomodate everything from manuscript covers to telegram blanks and small envelopes. The copy-holder built in all Byron Cabinets is the *best in the world*—it will hold any kind of copy: a note book, an unabridged dictionary, or a second sheet. The desk closes up dust tight. Its mechanism works smoothly and easily.

Typewriter dealers and commercial stationers should sell the Byron. Put a cabinet in your window and it will sell itself.

Write for catalog and terms today

Byron Typewriter Cabinet Co.
MOUNT CLEMENS, MICH., U. S. A.

St. Elmo Lewis Takes New Position.

E. St. Elmo Lewis, one of the most efficient advertising and sales executives in the country, has returned to Detroit from the east to become advertising and sales counsel with the Campbell-Ewald Company, one of the largest advertising agencies in the United States. During the past thirteen months Mr. Lewis has been in Jamestown, N. Y., having been engaged by a syndicate of bankers a year ago last October to reorganize the factory, sales and administrative departments of the Art Metal Construction Company. Mr. Lewis did in thirteen months what was expected to take three years. He was offered the presidency of the company in February of this year, but declined in order that he might take up the work with the Campbell-Ewald Company, which offers him a greater opportunity in a wider and more congenial field. Mr. Lewis will spend the greater portion of his time in Detroit, but frequently will be in New York, where the Campbell-Ewald Company recently opened offices. Mr. Lewis will have charge of a new department inaugurated by the advertising agency having for its object increase in distribution by the development of bigger, broader and more practical markets.

E. St. Elmo Lewis.

Mr. Lewis has been connected with the sales development of some of America's largest corporations. He helped market the Everstick overshoe and a diphtheria anti-toxin; played a large part in the reinforced concrete propaganda; directed one of the most successful advertising campaigns for teas and coffees ever inaugurated in the east; developed the metal shingle market; introduced a line of machine tools; organized and for nine years conducted the advertising campaign for the Burroughs Adding Machine Company; was with the National Cash Register Co. under Hugh Chalmers, as advertising manager, and served as advertising executive with other companies.

Mr. Lewis is the author of "Getting the Most Out of Business," published this year, and already one of the most successful business books ever issued. He also is the author of "Cost Keeping Efficiency," "The Credit Man and His Work" and "Financial Advertising."

Mr. Lewis also is a lecturer of prominence and has been in great demand as a speaker at civic gatherings.

Mr. Lewis is connected with various national organizations, having been president of the Association of National Advertisers, first vice-president of the National Association of Corporation Schools and president of the National Association of Steel Furniture Manufacturers.

Cutler File Desks

Established 1824 **CUTLER DESK CO., Buffalo, N. Y., U. S. A.** **Request Catalog**

Use file cabinets in the place of ordinary drawers, because drawers are good only for useless flat storage.

Keep your letters, cards, contracts, catalogs, order forms, documents, etc., in scientific order—indexed, ready at hand and up to date.

Don't Delay Placing Your Order for

1916 CALENDARS

Be prepared this year for a greatly increased demand for the most popular desk calendars made.

The "GEM" The most practical and extensively used on the market—opens flat—has two page writing surface—calendar of current, past and future month always before you. Pad 3 x 3½ in.

The JUMBO "GEM" A big brother of the "GEM." Pad 3¾ x 6 inches.

Write for descriptive matter — prices — samples — ask also about the **ADVERTISING "GEM"** and the **"FAVORITE" WEEKLY.**

ALL ARE "BEST SELLERS."

The Sam'l C. Tatum Co.

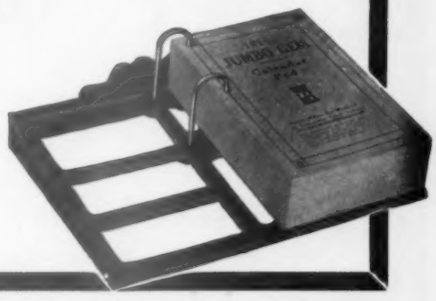
LOOSE LEAF DEVICES **STATIONERS' SPECIALTIES**

MAIN OFFICE AND FACTORY
CINCINNATI
OHIO, U. S. A.

THE LINE OF TRUE MERIT
TATUM

NEW YORK OFFICE
54-60 LAFAYETTE STREET

MAKERS OF "THE LINE OF TRUE MERIT"



ECLIPSE INK TABLETS

—fine quality ink, in handy tablet form. A little tin, carried in the vest pocket, is equal to the big bottle—only you don't pay for the water (nearly a quart of it!) Simply add water and the tablet dissolves at once. Eclipse Ink Tablets are convenient — will keep indefinitely — come in many colors. Various departments of the U. S. Government now use Eclipse Tablets because—

they are guaranteed pure and absolutely unfading; they contain no acid (non-corrosive).

Send 50 cents for sample box making full quart, naming color preferred.

Stationers and dealers are making a big seller of

ECLIPSE INK TABLETS

General Eclipse Co., Dept. A. Danielson, Conn.

Insure Perfect Service

PINS

BANK PINS
CUSHION PINS
PYRAMID PINS

Your pin orders will receive careful and prompt attention. Satisfaction will be guaranteed if you send them to

CRESCENT BRASS & PIN CO.
DETROIT, MICHIGAN

A LEADER IN FOUNTAIN PEN INDUSTRY

Head of the Conklin Pen Manufacturing Company Becomes Master of Several Things Before Taking Up Fountain Pens

ON THE frontispiece of the magazine this month we present the portrait of H. E. Fisher, president and treasurer of the Conklin Pen Manufacturing Company, of Toledo, Ohio. Mr. Fisher took up the work of developing and marketing the Conklin pen about fourteen years ago. He is therefore one of the pioneers in the self-filling fountain pen industry. His company practically blazed the trail for this business. More than any other company it had to do with the elimination of the bothersome little dropper which stood in the way of the general adoption of the fountain pen. Against big odds and in the face of the most strenuous opposition the company established the place of the self-filling fountain pen on the market.

Any man who conceives some advanced idea, such as visible typewriters, self-filling fountain pens, vertical filing cabinets, not to mention a host of other inventions, is sure to meet with opposition and to have to overcome prejudice; but the idea of self-filling fountain pens, like visibility in typewriting, has revolutionized the construction of these instruments.

As a result of this labor self-filling fountain pens now dominate the market, and it is a reasonable prediction that they will be the ultimate survivors among fountain pens.

The Conklin Pen Manufacturing Company was financed by Mr. Fisher's father, who was inspired with a profound faith in the future of self-filling fountain pens. On the death of his father, H. E. Fisher took charge of the business, bringing to it the same strong faith in the product and the ripe business experience, which had given him a clear understanding of modern business systems and the knowledge of how to produce results through advertising. Mr. Fisher's success as the head of the Conklin Pen Manufacturing Company is attested by that company's eminent position in the industry, and the large distribution of its reliable product.

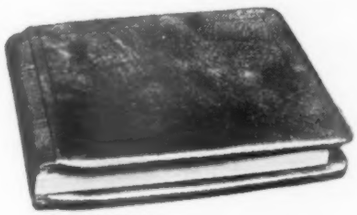
H. E. Fisher was born in Piqua, Ohio, in June, 1871. His parents were Americans, but back of them is a long line of Italian ancestors on the paternal side, and of German ancestors on the maternal side. Every man is what he is for two reasons; first, on account of his environment —not in the narrow sense in which the term is used, but in the sense of that environment in which a man sees and thinks and comes in contact with the ideas, experiences and opinions of others, and works out for himself a practical system of life; second, the influence of heredity, which cannot be changed, but which can be modified by one's surroundings and experiences. We leave it to Mr. Fisher's more intimate friends to determine which of his ancestral influences have most dominated his life.

His father believed in keeping boys busy, hence when the son was fifteen years of age the father insisted he go

PIONEERS AND LEADERS IN THE MANUFACTURE OF LOOSE LEAF EQUIPMENT

KALAMAZOO CURRENT BINDER

KALAMAZOO TRANSFER BINDER



KALAMAZET BINDER

KALAMAZOO STYLE "C" POSTING OUTFIT

If you need a loose leaf device of any kind you will find it in the Kalamazoo line. Every possible business requirement is met most efficiently and most economically by one of these practical Kalamazoo Devices.

Your individual loose leaf requirements have been considered in producing this large line of loose leaf devices. By reason of this fact you will find Kalamazoo users getting maximum results at a minimum cost.

Kalamazoo devices contain labor and time saving features that cannot be found in any other one binder on the market, such as practically unlimited expansion of the binder, an absolute flat and level writing surface, a rapid opening and closing device that permits the rapid insertion and removal of sheets, no metal parts or posts to scratch or mar the desk, storage facilities and many other similar advantages.

BEST OF WORKMANSHIP AND MATERIAL

Only the highest grade of workmanship and materials is employed in producing Kalamazoo Devices. These devices are made to render the user the very utmost of service and satisfaction. The high quality of our product, the service we render our customers, and the practical adaptability of our devices to every purpose have made us the leaders in the manufacture of loose leaf equipment.

A WORD ABOUT KALAMAZOO SERVICE

We will be glad to have you consult us FREE in regard to your loose leaf needs. Our Free Advisory Service Bureau is open to you. Our long experience in this business and our broad knowledge of loose leaf devices enables us to render you inestimable service in aiding you to increase the efficiency of your business.

SALES OFFICES EVERYWHERE

KALAMAZOO LOOSE LEAF BINDER COMPANY

EXECUTIVE OFFICES

KALAMAZOO

Better Discounts December 1st

on

"Quality" Cuspidors

The Ireland & Matthews Mfg. Co.

Detroit

SELLING AGENTS

H. E. HOOKER, - - - 619 No. La Salle St., Chicago, Ill.
BERT M. MORRIS CO. - - - - - - San Francisco, Cal.
HAYES & WEBSTER - - - - - - San Antonio, Tex.

Wire Baskets

FOR OFFICE USE

Our line is complete and has been standard in the trade for over 30 years.

For your general trade use our "CLIMAX" grade—a good line and low-priced.

For your exclusive trade use our "ACME" grade—the *BEST line* on the market.

We will be glad to send catalogue and prices.

BARBEE Wire and Iron Works

172 North Dearborn St., CHICAGO

into business. For about twelve years he was in the children's vehicle and baby carriage business with the Gendron Wheel Company of Toledo. Three years of this time he spent as the representative of the company in New York City and the remainder at Toledo. With this company he did remarkably good work, as is evidenced by the fact that he is now a stockholder and has been a director of the Gendron Wheel Company since 1901.

He spent about a year selling advertising novelties for the Whitehead Hoag Company, Newark, N. J. This experience gave him an insight into the practical aspects of advertising. Following this work he went with the McLaren & Sprague Lumber Company, wholesale and retail lumber dealers, with whom he spent several years. He regards this as one of the most valuable experiences of his life, giving him, at a time when his mind was most active and receptive, a close contact with men of business, and a comprehensive knowledge of principles and methods.

Mr. Fisher is a pleasant and affable gentleman, who has a powerful hold upon a wide circle of friends and who enjoys the cordial esteem and affection of every employé of the Conklin company.

Thaddeus Davids Ink Company Offers Stock.

The Thaddeus Davids Ink Company of New York City, N. Y., has sent out a prospectus offering $100,000 worth of 7 per cent cumulative preferred stock. The par value of these shares is $100. They are full paid and non-assessable. Dividends are payable semi-annually on the first days of January and July. This stock is preferred as to earnings and assets.

The Thaddeus Davids Ink Company was organized under and by virtue of the laws of New York in 1915 for the purpose of acquiring the entire capital stock and assets and operating the business of the Thaddeus Davids Company, manufacturers of inks and adhesives, founded in 1825.

The capitalization of the new company is as follows: Preferred stock (7 per cent cumulative)—Authorized, $200,000; outstanding, $200,000. Common stock—Authorized, $200,000; outstanding, $200,000.

In the prospectus which has been forwarded to the trade the company outlines a few important features in reference to the preferred stock. The net assets of the company approximate $177 per share on the outstanding $125,000 worth of preferred stock, exclusive of good-will, formulas, patent rights, trade marks, etc. The proceeds from the sale of this stock will be devoted to the purchase of interest in the business held by the estate of the late Mrs. Davids, and to additional working capital. Figures based on results of past years seem to indicate that the net earnings annually will be at least three times the annual dividend requirement on the outstanding preferred stock.

The management of the company will remain in the hands of J. W. R. Merckle, president and general manager. Subscriptions to the preferred stock should be sent to J. W. R. Merckle, president, 95 Van Dam street, New York City.

In summarizing the prospectus the company states that the outlook never was so bright and that the co-operative policy in force assures the good will and assistance of the company's employés. The name "Davids' Ink" has been upheld as a trade mark by the United States Supreme Court and constitutes in itself a very valuable trade asset, having been used continuously for nearly a century. The former owner of the business, who died intestate, left a large estate which was principally the result of profits accumulated during the company's operation.

START THE NEW YEAR RIGHT

If duplicate statement systems have proven their value to the bookkeeper, PROFIT SHOULD BE YOURS THRU THEIR SALE.

We furnish complete equipment or the "makings" only

The PLEW & MOTTER CO. RACINE AVE. & MONROE ST. CHICAGO, U. S. A.

If It Is Electric Time Stamps

Secondary Clocks, Program Devices. Cost Keepers, Employees Recorders, Electric Self-winding Clocks, or any special device that you want to secure, give us an opportunity to save you money. Send us a list of your requirements. Note Prices below.

Time Stamps	**$30.00**
Secondary Clocks	**$10.00**
Program Ringer	**$35.00**

Self-Winding Clocks from **$15.00 to $135.00**
Cost Keepers and Recorders as required.

SOHM ELECTRIC CO. CHICAGO

141 W. Austin Ave.

MODEL NO. 8

BLICKENSDERFER TYPEWRITERS

VISIBLE WRITING
INTERCHANGEABLE TYPE
LIGHT ACTION
BACK SPACER

Equipped With Decimal Tabulator for Which no Charge Is Made.
SEND FOR CATALOG THIRTY-TWO

The Blickensderfer Mfg. Co.
Stamford, Conn.

Line-a-time

COPY SUPPORTER

Has Exclusive Features that make it a wonderful convenience, not only for transcribing from note book, but for copying from large size statistical report sheets, for billing, etc.

It Enables the Typist

to work 30 to 50 per cent faster with a corresponding reduction of effort, and under conditions that eliminate expensive errors.

OFFICE SPECIALTY SALESMEN
Will find the Line-a-Time needs only to be demonstrated to be sold.
Write for terms and territory.

The Lineatime Mfg. Co.
Incorporated
107 South Avenue,
Rochester, N. Y.

After the Holidays—What Then?

After the happy, restless crowd of holiday shoppers has invaded your store and kept you and your clerks out of breath and lacking sleep for two long weeks—what then? Why then comes transfer time, with customers for filing supplies. Then is the time to

SELL BUSHNELL'S PAPEROID FILE FOLDERS AND CONTAINERS

There is a gratifying sense of satisfaction which comes when one installs equipment for his business, which he knows will endure. When this satisfaction is augmented by years of service, the effect is to the advantage, not only of the manufacturer, but also of the dealer. Since the advent of Bushnell's Filing Containers twenty years ago, "Paperoid" has been subjected to long, hard usage. Quality has always been its strongest advertisement. Together with the wide range of styles and sizes, and the liberal discounts offered, it makes Bushnell's THE line for the dealer.

If you do not handle Bushnell's now, let us know why. We have some good reasons why you should.

Alvah Bushnell Company
Manufacturers of Durable Filing Containers
925-927-929 Filbert St. PHILADELPHIA
"The World's Greatest Workshop"

PASSED AWAY DURING THE MONTH

Brief Comment in Appreciation of Those Who Have Passed Away and Whose Work in This World Is Finished.

Miss Stella Weiss.

Miss Stella Marie Weiss, who had been in the employ of the Weis Manufacturing Company, Monroe, Mich., almost constantly since their establishment there, was killed early last month in an automobile accident. Miss Weiss had been visiting the family of Mr. and Mrs. John Nuss, near Adrian, Mich., over Sunday, and was returning to that city to take a car for Toledo on her way home. The party in the automobile consisted of Mr. and Mrs. Nuss, two children, and Miss Weiss. On the way to the city the Nuss automobile turned out to pass another car, and on swinging into the track again struck a rut, causing the rear axle to collapse and overturning the car. Miss Weiss was caught underneath it and was so seriously injured that she died on the way to Bixby hospital in Adrian, where all the injured were taken.

Miss Weiss would have celebrated her twenty-eighth birthday had she lived until Thanksgiving Day. She was devotedly fond of music and was known as a vocalist of much ability. Since she was eight years of age she had been a member of St. Michael's choir. She was a member of the L. C. B. A., and was also organist of that institution. She was also a member of the Arbeiter Society. Miss Weiss is survived by her father and mother, three brothers, and one sister.

The funeral was held at St. Michael's church. Six cousins acted as pallbearers. Forty girls from the Weis factory attended, as well as members of the L. C. B. A., the choir and Ladies' Society of St. Michael's church.

John Mutschler.

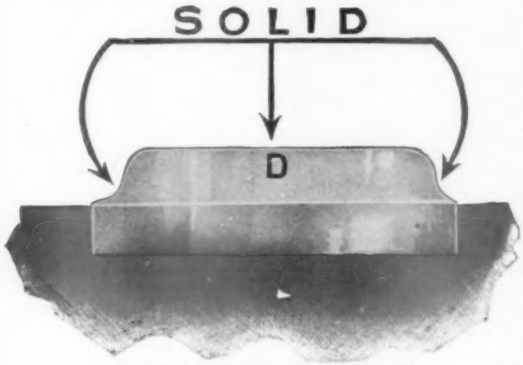
John Mutschler, for twenty-two years a member of the office force of the Yawman & Erbe Manufacturing Company at Rochester, passed away on October 5, very suddenly. Mr. Mutschler's death occurred a few minutes after he had left the office for luncheon. At the time of his death he was chief of the order, billing, and commission departments. He started with the "Y and E" company June 1, 1893, and has had charge of important commercial departments.

Eben Storer.

Eben Storer, a stationer at 49 Chambers street, New York, died November 7 at his home at Glencoe, L. I., as a result of a self-inflicted revolver wound. Mr. Storer was forty-nine years old and is said to have left his business affairs in excellent condition. He had been operated on for appendicitis this fall, and although he had apparently recovered he was still a sufferer from a nervous disorder. It is believed that his nervous condition brought about a temporary derangement of his mind which resulted in the act that caused his death.

A SOLID CELLULOID TAB GUIDE CARD

That means the strongest, most practical and sanitary guide card you can buy at any price. In the tab is the wear.



THE HUB-O SOLID CELLULOID TAB
Made in 1", 1½", 2" width Tabs.
Patd. 11-10-14.

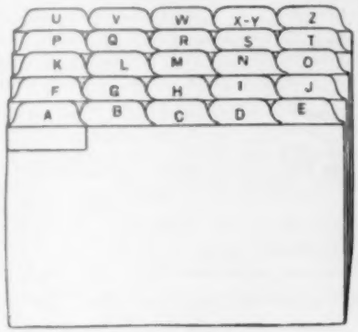
Here is where

The Hub-o Solid Celluloid Tab Guide

is supreme. This guide has a tab made of solid celluloid (not merely pasted over a card tab, but solid celluloid through and through with no exposed edges). It is pleasing to the eye, clean, sanitary, and will outwear five of the ordinary kind. It cannot soil, break or fray.

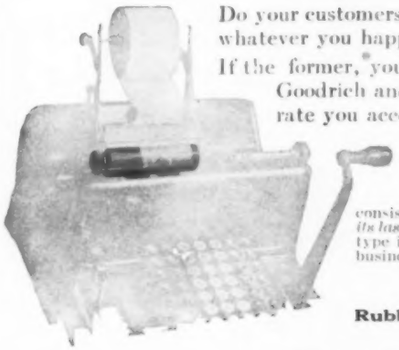
Send for free sample, prices and catalogue. Made in card, letter, legal, invoice and special sizes.

The J. C. Hub Mfg. Co.
Cleveland, O.



Set No. 25.
SOLID CELLULOID TAB GUIDES.
Made in Pink, Blue, White Tabs.
Patd. 11-10-14.

For Adding Machines **PLATENS** *For Typewriters*

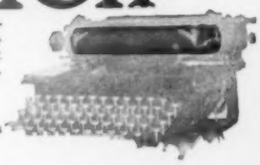


Do your customers ask for any one make of platen, or do you equip their machines with whatever you happen to have in stock?

If the former, you and your customer both know Goodrich. If the latter, stock up with Goodrich and give him the best there is platens. He will recognize familiar quality, rate you accordingly, and you will secure a permanent customer.

GOODRICH

consistency in compounding and cure gives you a platen *known for its lasting qualities.* A platen that grips the paper and holds it. The type impression is true and well defined. Establish a permanent business with Goodrich goods that are business getters—every one.



Platens Feed Rolls Rubber Feet
Telephone Cushion Receivers
Rubber Bands Cuspidor Mats Perforated Mats

Cash in on them today

Factories: Akron, Ohio

The B. F. Goodrich Company

Branches in All Principal Cities

BRADLEY CARD AND PAPER CUTTERS

OFFICE APPLIANCE DEALERS:—

You should get in on this proposition. A clean, reliable line of merchandise now being promoted by extensive advertising in leading magazines reaching the people who should buy it. You can sell these goods to your regular trade and reap a substantial profit. Write us for prices and terms. We want dealers everywhere.

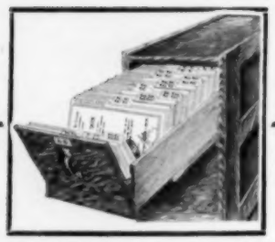
IN EVERY OFFICE where shears are used there is a place for a Bradley Cutter. This instrument cuts paper, cardboard, celluloid, cloth and other sheet material easily and accurately. It is to shears what the typewriter is to the pen. One movement of the blade and the cut is made—no crooked or ragged edges, no trying again to get it straight.

SAVES TIME AND MONEY

in every office. An absolute necessity to photographers, printers, show card writers, bankers, window dressers, price tag makers, schools, photo engravers architects, artists and commercial designers. Made in sizes from 6 to 30 inches; prices from $1.25 to $30.00.

Send for Illustrated Circular

MILTON BRADLEY COMPANY, SPRINGFIELD, MASS.



Filing Cabinets, Desks, Desk Files, Transfer Cases, etc.

Exclusive Improvements, Lowest Prices, Satisfaction Guaranteed.

JUST A CARD TO REMIND YOU

that we have more to tell you about

AUTOMATIC Filing Devices

in a 72-PAGE CATALOG which is yours for the asking—write today

THE AUTOMATIC FILE & INDEX CO.

145 PEARL STREET, GREEN BAY, WIS.

You'll Find It Pays

to be able to furnish your trade with a fire-proof receptacle which not only protects against fire, dust and theft, but is also convenient for storing things of value: Important papers, office and factory supplies, stationery, etc.

Terrell's Steel Cupboards

have a practical system of shelf supports at one-inch intervals permitting adjustment of the shelves to any distances between shelves without the use of bolts.

The large field offered for the sale of these cupboards in offices, institutions, etc., and the reasonable prices at which they are offered to the trade make the line a most profitable one for the dealer.

For details write

Terrell's Equipment Co.

Hilton Street GRAND RAPIDS, MICH.

THE ACME SEALER

Sanitary
Swift
Simple

Retails for $1.00

For Envelopes, Stamps, Labels, etc.

For a large mailing list or a small one the ACME sealer will save time and promote efficiency. An automatic air valve regulates flow of water. The device is made of brass, heavily nickel-plated. It is built correctly and will last a life time.

DEALERS AND AGENTS! This device sells quickly. With it you can increase your sales. The price is low enough so that a business man will not hesitate to take it on demonstration. Write for descriptive matter and discounts.

COMMERCIAL SALES & MFG. CO.

Sandusky, Ohio

PURELY PERSONAL

CARPENTER, W. S., formerly secretary of the Sanford Manufacturing Company, the ink manufacturers of Chicago, has been elected vice-president of the company, succeeding the late William Rodiger. Walter G. Rodiger, son of William Rodiger, takes Mr. Carpenter's former place as secretary of the company.

HARD, M. W., who had charge of the Corona Typewriter Company's exhibit at the Panama-Pacific Exposition, has been placed in charge of the new San Francisco office of the company at 26 Powell street.

MILLER, HENRY C., president of the Stationers' Loose Leaf Company of Milwaukee and New York, recently spent a few weeks' vacation in Indiana.

PATTERSON, ROBERT D., of the Buxton & Skinner Printing & Stationery Company, St. Louis, and chairman of the National Catalogue Commission, paid a call on Office Appliances on December 8 and the same evening attended the annual meeting of the Chicago Stationers' Association in company with President Charles N. Bellman of the National Association and W. D. Pittman, secretary of the National Catalogue Commission.

SEYMOUR, MRS. F. P., of New York City, and her daughter will visit Mrs. Seymour's parents, Mr. and Mrs. E. Y. Horder, in Chicago during the holidays.

SIMPSON, J. R., the San Francisco representative of the Wilson-Jones Loose Leaf Company of Chicago, has recently opened a new office for his house in the Balboa building, San Francisco.

WALLACE, ERNEST, of the Bert M. Morris Company, San Francisco, Cal., visited New York recently.

WIRT, KARL, son of Paul E. Wirt, the fountain pen manufacturer, on January 1 will finish his duties as councilman of Bloomsburg.

Office Appliances' Guest Book.

Those from other cities who have honored Office Appliances with visits during the past month include the following:

O. J. Timberman of the Sam'l C. Tatum Company, Cincinnati, O.; E. St. Elmo Lewis of the Campbell-Ewald Company, advertising specialists, New York and Detroit; Charles N. Bellman of the Franklin Printing & Engraving Company, Toledo, and president of the National Association of Stationers and Manufacturers; Ed. T. Newton, New York City, N. Y.; A. H. Barkerding of Mittag & Voger, Inc., Park Ridge, N. J.; Walter B. Peabody of the Boston Index Card Company, Boston, Mass.; Harry Depp, Kirkwood, Mo.; Emil Cohn, a merchant and importer of Berlin, Germany; W. J. Moss, president of the Ideal Moistener Company, Findlay, O.; Richard R. Cronkhite, American representative of Boorman & Franks, importers, Sydney, Australia; W. D. Pittman, secretary of the National Catalogue Commission, St. Louis, and manager of the new Information Bureau of the National Association of Stationers and Manufacturers, and H. C. Sterling, a loose leaf specialist of New York, N. Y.

THE SAFE-CABINET COMPANY
TRADE MARK
S-C
REGISTERED
MARIETTA, OHIO.

Size 12-in. diameter; 4 colors.

Signs Like These

are the open door to *quicker sales, bigger profits* and *better dealer co-operation.* At an insignificant cost they give you much valuable publicity—by enabling you to use a limitless amount of **FREE** window space.

Meyercord Transfer Window Signs

are good to look at. Like hand painted signs in open effect. Made in any size or design in colors and gold. Advertise right where your goods are sold. Reach thousands daily.

A line will bring samples—some in your own line—and prices.

THE MEYERCORD COMPANY
CHICAGO

SECTIONAL BOOKCASES
Weis
FILING DEVICES

Size 11 x 16 ins.; 3 colors and gold.

Macey SECTIONAL BOOKCASES

Gold letters, black outline. 6x18 inches.

THE WASHBURNE "O.K." PAPER FASTENERS

The Washburne "O.K." Paper Fasteners are **easily put on** or taken off with the thumb and finger; can be used repeatedly and *"they always work."* Brass in brass boxes of 100 fasteners each.
Holds with a Sleeve Protected Point that Pierces
Attractive, Compact, Strong, no slipping — never !!
On in a flash — "Bull Dog" grip

THE RIES "O.K." LETTER OPENER

75% Time Saved — Handy — Easy to Operate
No Adjustments — Always in Order
Guaranteed Two Years
Hand and Electric Driven Power Machines

Model B..

The Ries "O.K." Letter Opener has the advantage of few parts. It removes only ten one thousandths of an inch from the envelope, therefore, the liability of cutting enclosures is virtually impossible. Made in 3 sizes, each size adapted to easy handling for desk use, average weight 6 lbs.

THE SANITARY "O.K." ERASERS

The Most Practical Erasers for Everybody

The Sanitary "O.K." Eraser includes an **Adjustable Metal Holder** which keeps Rubber **Clean, Firm and Keen-edged;** *works better and lasts longer.* Two Rubbers are made, one for Typewriter and Ink, one for Pencil. **By slight pressure clean Rubber is fed down until used;** its narrow edge allows a letter or a line to be erased without injuring another.

GOLD MEDAL AWARDS! PANAMA-PACIFIC INTERNATIONAL EXPOSITION

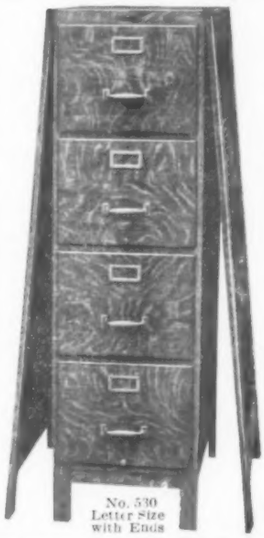
These products wherever shown, receive the highest endorsement whether at expositions or in the offices of business men.

"O.K." Products are high grade and universal sellers—We control all patent rights.

Full particulars, illustrative and descriptive literature on request. *Liberal Discounts*

O.K. TRADE MARK REG. U.S. PAT. OFFICE

THE O. K. MFG. CO., SYRACUSE, N.Y., U.S.A. SOLE MAKERS



No. 530 Letter Size with Ends

"Stands for Quality" Wagemaker "Stands for Quality"

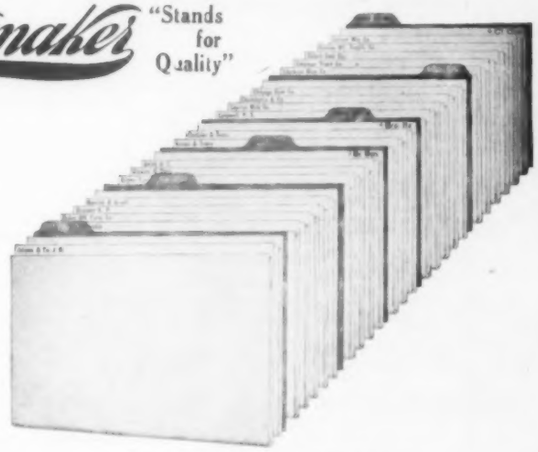
Wagemaker quality Upright for the price of a cheap cabinet.

Here is the **best** value in Upright Vertical Filing Cabinets with **full** panel detachable ends and full **panel** back, **tip front** drawers, full **roller** bearing supporters, **metal** followers and **cast** brass hardware. The construction provides a Sanitary Base, attached to the cabinet. This is only one of our **large** line of Sectional and Solid Filing Cabinets.

Supplies are the part of your business that is **perpetual.** Obtain your **own individuality** by having your **imprint** on **every** Index Guide. Put them out with your own **trade-mark** for we give you this service without extra cost.

We make a full assortment of Card Record Cards and Index Guides, Vertical File Guides and Folders. Also for Check Files, Document Files and Commercial Reports, Etc.

Get our complete Catalogue and Special Price List on Supplies.



A part of 40 Alpha. Sub-Div. Letter Size

WAGEMAKER COMPANY, Grand Rapids, Mich., U. S. A.

The Clip That Locks!

Extra Features — Extra Talking Points

The CLIPLOX not only fastens two or more sheets of paper together but actually locks them so they will not come apart until you wish to separate them, which may be done easily and without tearing the paper.

An Exclusive CLIPLOX Feature

A talking point really worth talking about and one that is appreciated by all users.

CLIPLOX—this wonderfully efficient new invention is extremely simple, neat, light, durable and the handiest little paper fastening device on the market. Saves time, expense, trouble and 35% filing space. Papers fastened with the CLIPLOX lie flat— no bumps. There are a hundred daily uses for the CLIPLOX in every office.

Retails at $2.50—Manufactured only by

Max Gessler, Inc., Milwaukee, Wis.

THE ONLY ADJUSTABLE POST-BINDER ON THE MARKET

Here's a simple device that enables the office boy to bind into book form "in a jiffy" any kind of loose leaf records.

The "F-B" Loose Leaf Holder

Pat. May 13, 1913.

is adjustable to any distances between punch holes and to any size of paper.

The retail price is $3.00 a dozen with liberal discounts to dealers.

ROCKHILL & VIETOR

Sole Agents

Dept. "F-B" 22 Cliff St. New York City

Branch: 180 N. Market Street, Chicago

G. W. Todd & Co. Now Todd Protectograph Company.

An event of much interest and importance in the office appliance industry has just transpired in the reorganization and incorporation of the firm of G. W. Todd & Company, of Rochester, N. Y., makers of the Protectograph.

The joint partnership known as G. W. Todd & Co. has been changed to the Todd Protectograph Company of Rochester. Incorporation papers have been filed, the new corporation having a capitalization of $1,500,000 in preferred stock and 100,000 shares of common stock. The par value of the common stock is not stated. The officers of the company are: Libanus M. Todd, president; Walter L. Todd, vice-president and sales manager; George W. Todd, treasurer.

In discussing the new corporation recently, the Todd brothers stated that the new organization is simply a matter of good business from the company's standpoint. It is the aim of the Todd brothers to recognize the men who have worked with them through fair weather and foul for all the years of the existence of the company up to the present time, in building up the business, and making them a permanent part of the business. It is believed that this can best be accomplished by the corporation which has just been formed.

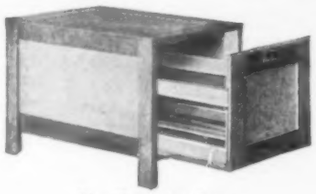
In addition to the officers named above, the company will include as members and directors Charles G. Tiefel, factory superintendent, who has been with the Todds since the inception of the business, and the following district salesmen who have been on the sales force continuously for twelve years or more: W. E. Cook, Boston, Mass.; J. C. Devilbiss, Washington, D. C.; T. J. Gildea, Milwaukee, Wis.; Edward Hunt, Cleveland, O.; M. J. Murphy, Minneapolis, Minn.; O. W. Slayback, Kansas City, Mo.; C. E. Wandel, Philadelphia, and Jas. R. Gooding, New York.

The manufacture of Todd Protectographs commenced sixteen years ago in a little office in Exchange street, where the partnership of G. W. Todd & Co. first manufactured its machines. The original members of the firm were G. W. Todd and Libanus M. Todd. The machine they created has today evolved into the check writer, which not only writes the amount of a check but at the same time protects it. From the little office in Exchange street the business has grown to be one of the biggest enterprises in the office specialties trade with branch offices all over the world. The company gives employment to more than a thousand people, and its business runs into the millions. The incorporation of the company makes no fundamental change in the operation of the business. No stock is offered to the public and none will be sold except a certain allotment of the preferred stock to members of the organization who have been active in the service for a long period.

Chicago Stationers Hold Annual Meeting.

The annual meeting of the Chicago Stationers' Association was held on Thursday evening, December 9. The annual reports of the officers were read and the officers for the ensuing year were elected. W. D. Pittman, secretary of the National Catalogue Commission and manager of the new information bureau, and Robert D. Patterson, chairman of the National Catalogue Commission, were among the out of town members present at the meeting, a fuller report of which will appear in our January issue.

How You Can Make Transfer Case Sales Easier



The Transfer Case

Be prepared for the New Year's "Rush Order" demand for vertical transfer cases. Insure the repeat orders and shut out competition. Make more money. Our Alpha-Merical plan of Indexing tells you how. Ask about it.

Our Transfer Cases Match Your Light Finish Furniture

Our Alpha-Merical plan of indexing increases your sales and profits. Our wholesale prices are positively lower than any similar case and index made. Our miniature salesmen's set and folders are free. Hurry your inquiry so we can fill your orders for 1st of the year delivery.

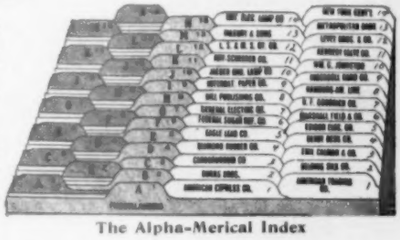
Exclusive dealers desired in this and foreign countries where we are not at present represented.

The Wabash Cabinet Co.

Main Salesrooms, Executive Offices and Factories

Est. 1883 **Wabash, Indiana**

Also manufacturers of highest quality Filing Cabinets, Systems and Supplies for Filing Cabinets.



The Alpha-Merical Index

Your copy of our catalog is ready for mailing. Write for it.

ATTRACTIVE?

The illustration shows the fine appearance of a piece of office furniture which is a fair representative of the excellent line of

IMPERIAL DESKS

It is just as good in actual use as in appearance, being well made of carefully selected material and designed to meet most successfully modern office needs, this desk is one that you can sell rapidly.

We give our customers full value for money expended. No better desk can be obtained for the price. Get this line established in your store and it will work for you. Incidentally it will pay you.

IMPERIAL DESK CO., Evansville, Ind.

Export Office: 25 Whitehall Street, New York, N. Y.

Ideal Tubular Stands

No. 3 Combination Typewriter Stand

are now used by practically all leading manufacturers of office machinery of every kind for which a stand is necessary.

If you are interested in a stand that will increase the value of your product, send us your specifications and we shall be pleased to submit sample with quotations at our risk.

The cuts herewith show but two of a great variety of styles.

Cut at left shows model No. 3 combination portable and rigid typewriter stand. Same model with all its advantages will be furnished for any other office machinery.

Mount your machine on our stand, roll it to your work, throw the crank to other side, and you have a rigid stand.

Write for circular with prices and discounts.

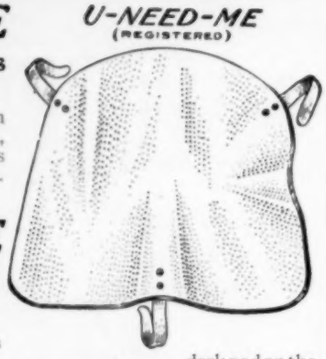
Burroughs Adding Machine On Our Stand

Fowler-Manson-Sherman Cycle Mfg. Co.

1447-1455 W. Austin Ave., Chicago

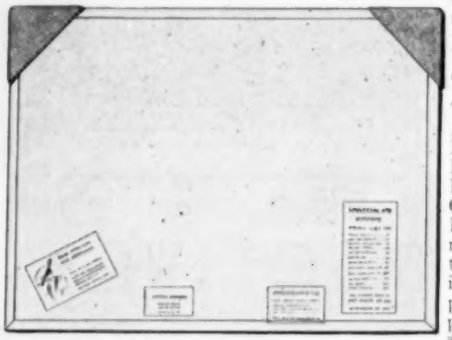
U-NEED-ME
Felt Chair Pads
(PREVENT THE SHINE)

Full assortment — made in four colors—Green, Brown, Maroon and Black—prices range from 35 cents to $1.25. Get our price discounts.



U-NEED ME
Plate Glass Desk Pad
All Edges Ground and Polished
(List Price $3.00—Size 19 x 24)

The cheapest beveled glass desk pad on the market—something new. Write for discounts.



The *U-NEED-ME* line of FELT CHAIR PADS and PLATE GLASS DESK PADS are made to satisfy the most exacting trade at a price that pleases them and pleases you.

GEO. E. FOX & CO., 415 Rush St., CHICAGO
(Not Incorporated)

"In five Minutes—

WILL you set aside just five minutes of your time to listen to a plain statement and demonstration of the extraordinary money-saving advantages of Proudfit Loose Leaf Devices?

So confident are we of what your judgment will be that we are willing to undertake the expense of securing the interview and leave the decision to you after a comparison of the advantages of our devices with any others you may use or know about.

Just such demonstrations as we request have succeeded in placing

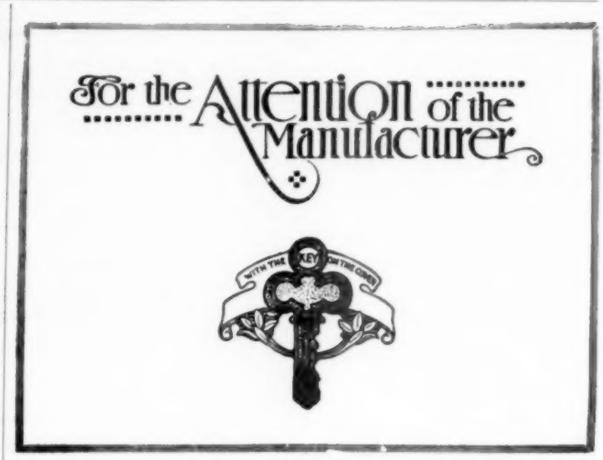
Proudfit Loose Leaf Devices

in some of the largest and most careful business institutions in this country and caused our business to grow from a small beginning to its present splendid magnitude. All on account of the practical, revolutionary idea we possess, coupled with conscientious workmanship.

Such a proposition as ours must be demonstrated to be appreciated. Five minutes is all we ask; our instructions to our salesmen are not to exceed five minutes unless at your request. We propose to show in that length of time how you may effect a splendid economy in your business. May we have the opportunity? Write us.

THE Proudfit LOOSE LEAF COMPANY

Factory and Executive Office
GRAND RAPIDS, MICH., U.S.A.



Ahmedabad, India.

The house of Keshav & Co. of this place wishes to secure samples, information, etc., from American manufacturers in order that they may secure orders as agents on commission. They will appreciate any attention which American manufacturers can give, and will do what they can toward disposing of goods to advantage in the Indian market.

Cartagena, Colombia.

The house of Pombo Hermanos desire to hear from American paper manufacturers from whom they can secure paper for letters, envelopes, etc. They desire to hear also from ink manufacturers. Goods should be of good quality and should sell so as to be retailed at reasonable prices.

Denver, Colo.

The Eclipse Sales Company, 400 Ernest & Cranmer building, Denver, E. L. Chambers, manager, desire to take on one or two additional lines which they can offer the trade as manufacturers' agents. They will also consider a line which they can offer the general public, provided one can be obtained which will not interfere with their duties as wholesale distributers.

Durban, So. Africa.

Gordon, Mills & Co., 14 Commercial Road, Durban, Port Natal, South Africa, for many years the representatives of several important German firms in South Africa, desire to receive catalogues, terms and full particulars of American devices suitable for that market. This house is keenly interested in American office equipment devices and desires to take on our lines to replace the German goods which are no longer salable in British colonies on account of the war. Gordon, Mills & Co. are open to take up sole agencies, either as direct agents, securing business from South African buyers whose orders are in turn executed through some reliable New York forwarding house, or they can take up the buying agency for American firms direct if suitable terms can be arranged. Those sending letters to this and other foreign houses are cautioned to avoid delay by putting full postage on all mail matter.

Marseille, France.

The Corona import agency here desires to receive offers from American manufacturers of typewriter ribbons and carbon papers, with samples and prices. They desire this information without delay. The address is 68 Rue Paradis, Marseille, France.

Moscow, Russia.

M. S. Weinstein, Maly Slatoustinsky Pereulok, Moscow, is interested in receiving copies of trade papers covering stationery and kindred trades. He is an agent who formerly represented European manufacturers but is now desirous of handling American goods.

A

These envelopes are composed of fine 60 lb. Manilla paper, reinforced by two separate pieces of pulp board, one on each side. The cut represents the envelope open with photograph laid in. Fold over back marked B and seal with gummed laps A.

CHRISTMAS COMES BUT ONCE A YEAR

and, although the holiday rush brings profit to the enterprising stationer, it is but a short season, at best.

Lavette's Patent Photo-Mailing Envelopes

sell well not only during the "gift" season, but also move steadily throughout the year. The new No. 2 display box accommodates all sizes of envelopes and makes it convenient to sell containers for all sizes of photographs, calendars, greeting cards, etc. There are six envelopes of each size in the box. The price is $2.75.

Replenish the box from your regular stock and replenish your stock at your Jobber.

	Price to Retailers	Price to Consumers	Packed
Cab. Size—4¼x7 inches	$1.00 per 100	2 for 5 cents	100 in a box
No. 2—5⅛x7⅞ "	1.50 " "	3 " 10 "	100 " "
" 3—6x8¼ "	2.50 " "	5 cents each	100 " "
" 4—8⅛x10½ "	3.50 " "	10 " "	50 " "
" 5—6x10½ "	2.50 " "	5 " "	100 " "
" 6—8¼x11½ "	3.50 " "	10 " "	50 " "
" 7—8¼x13 "	3.50 " "	10 " "	50 " "
" 8—7x9½ "	2.50 " "	5 " "	100 " "
" 9—12x14½ "	4.55 " "	15 " "	50 " "
" 10—10x12 "	3.75 " "	10 " "	50 " "

For samples, circulars, etc., write to

H. C. LAVETTE, Patentee and Sole Manufacturer

224 South Jefferson Street, CHICAGO Phone Monroe 6778

NUMBER TWO

"SILK GAUZE"

The Dealer with a good Factory Line is going to get Better support, Better co-operation and the VERY BEST of everything that the Manufacturer can produce.

It is natural that the Manufacturer desires to get his own trade mark known and acknowledged as a leader, therefore he expects to and will go to greater lengths to see that his MARKED goods are placed before the ultimate user in the most attractive and satisfying manner.

The channel through which this most desired class of business passes will in consequence be kept lubricated to the greatest possible extent.

Live dealers handling **our** branded goods will receive the same help and interest as a salaried salesman. We always can and are always glad to help our selling organization obtain business.

We insert our reputation with every package of

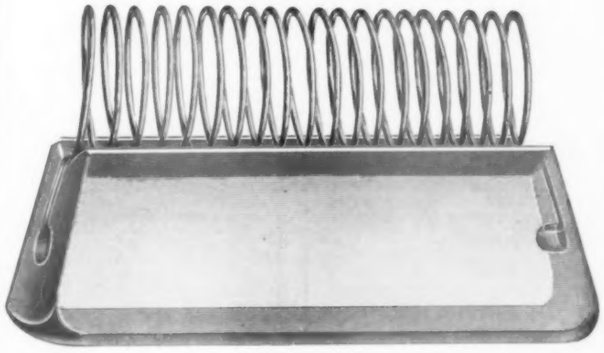
"SILK GAUZE"

Carbon Paper and Typewriter Ribbons

Columbia Ribbon & Carbon Mfg. Co., 69-71 Wooster St., New York, U. S. A.

Also 212-213 Upper Thames Street, LONDON, E. C., ENGLAND

THE "ADAIRACK"



PAT. NOS. 642277, 642278

PEN RACK AND PAPER WEIGHT COMBINED

THE ORIGINAL PEN RACK INVENTED BY JAMES ADAIR

The spring is detachable and the solid glass base may be used alone, its groove holding the pen.

THE MOST PRACTICAL PEN RACK EVER INVENTED

No. 3 Pen Rack . . . . . Each 25c
" 4 " " Cut glass . . " 50c

CUSHMAN & DENISON MFG. CO., 240-242 West 23rd St., New York City

ALL STEEL Schick FIREPROOF PAPER BALER
REDUCES FIRE RISK

You need a Schick Paper Baler, not only as a source of *profit*, but to keep waste paper in a safe place to avoid fire risk. You can't afford to throw away or burn waste paper when it s worth 30c to $1.00 a hundred.
Order a Schick Baler on

FREE 10-DAY TRIAL

If it isn't all we claim you're not out one cent. Schick Balers are made in four sizes and will last a lifetime, earning money for you every day besides avoiding fire risk. You need a Schick Baler *right now*. Write today for Catalog A and full details.

DAVENPORT MFG. CO., Davenport, Iowa
Salesmen and Jobbers Wanted

IDEAL
STENCIL CUTTING MACHINE

Saves time, dollars, trouble—prevents delays, disputes, losses—*Safeguards* your shipments and quickly pays for itself.

The old bleary, blurry, hand-lettering method wastes time and breeds mistakes. *Stencils* are cheaper, quicker and safer. You can prove it yourself!

FREE STENCIL Write us on your business letter head and we will send you a "FROM" stencil of your name and address, together with literature on the machine.

IDEAL STENCIL MACHINE CO.
151 Ideal Block, BELLEVILLE, ILL., U. S. A.

Your Manufacturing Problems Simplified

¶ We will take your article, develop and improve it, design and make the tools and special machinery for its manufacture. We will produce it for you *in our factory*, or design and make a complete equipment of jigs, fixtures, dies, etc., for its production *in your own factory*.

¶ Our tool department is peopled by 300 expert designers and tool makers.

¶ Consult us regarding your proposition. Our advice will be valuable to you.

The Taft-Peirce Mfg. Company
Main Office and Works: Woonsocket, Rhode Island
NEW YORK, 165 Broadway DETROIT, 1311 Majestic Bldg.

Just to remind you
of the fact that profit for you and permanent satisfaction for your customers lie in

Summit, Apex, and Cyclo
BRANDS OF
Typewriter Ribbons and Carbon Paper

and that we shall be glad to prove our contentions if you will but make the request.
No live dealer ever fails to investigate a proposition which promises permanent profits. There is no reason, is there, why you should not write us immediately?

UNION RIBBON & CARBON COMPANY
Main Office and Factory: Front and Laurel Sts., PHILADELPHIA

Oakland, Cal.

The R. H. Nicholson Company, manufacturers' agents for office appliances, have established sales offices in the Dalziel building, 532 Fifteenth street, Oakland, Cal. The company's salesmen cover California, Oregon and Washington in both wholesale and retail fields. Correspondence is invited from manufacturers of office specialties. Exclusive agencies only are handled.

Paris, France.

M. Rousseau, 93 Boulevard Exelmans, Paris, does a general office equipment business. Manufacturers who are interested in the French markets might find it of advantage to communicate with him.

Sterling, Ill.

B. F. Kreider, proprietor of Kreider's Typewriter Exchange, 502 Lawrence building, Sterling, is in the market for typewriter papers, filing desks, and any good specialties which can be sold in Sterling and the surrounding territory.

Toronto, Canada.

The Canadian Office Appliance & Supply Company, whose sales offices are at 66 Bond street, Toronto, Lou H. Warnica, manager, is in the market for high class lines of office appliances. Mr. Warnica, who attended the business show in New York last October, states that he is personally covering the Dominion of Canada, and has built up a permanent connection that he considers unequalled in that country for the handling of high class lines of office appliances. He knows the territory thoroughly from coast to coast, and has established sales connections in every large city and town. He also does business with the Dominion and Provincial government offices and will appreciate correspondence from manufacturers in the United States who desire to get in touch with a suitable agent in Canada.

Uniontown, Pa.

The Uniontown Office Supply Company have just moved into their new and spacious quarters in the Thompson-Ruby building, Uniontown, Pa., and are conducting the sales agency in such widely known lines as the Dalton adding machines, Art Metal Construction Company's products, Victor typewriters and other devices that go to equip a modern office.

Henry D. Ruby is president and treasurer and E. J. Bryan is vice-president and general manager. They would be pleased to hear from manufacturers who have articles of merit in the office appliance feld and who have no representatives in the Uniontown district at the present time.

Foreign Trade Opportunities Presented by the Bureau of Foreign and Domestic Commerce.

Paper and typewriter supplies, No. 18174.—An American consular officer in Spain transmits the name and address of a business man in his district who wishes to represent American manufacturers and exporters of paper and typewriter supplies. Correspondence should be in Spanish. References are given.

Paper, pencils, and ink, No. 18357.—A report from an American consular officer in Greece states that a local firm desires to be placed in communication with American manufacturers of white paper not of wood pulp, white paper of wood pulp, white paper for newspapers, cellulose paper glazed on one side, paper for posters, paper for making different kinds of envelopes, pencils, ink, and erasers. It is requested that samples of these papers, together with dimensions and quotations, be forwarded at once, as American paper is practically unknown in that market. Quotations should be, preferably, c. i. f. Patras or f. o. b. New York.

THE EUREKA BLOTTER BATH and THE EUREKA SANITARY COPYING CLOTH

constitute a perfect sanitary system of letter press copies. The impregnated stone composition bath affords an absolutely even distribution of moisture to the cloth, at the same time precluding bad odor, mustiness or mildew. The wire net in the composition makes the bath practically unbreakable. They are furnished in all sizes from correspondence to waybill.

The patent chemical surface cloth which we furnish with non-raveling edge, insures clean cut copies.

There are more Eureka baths in use than all others combined.
Sold Exclusively Through Dealers
Write for the Eureka Booklet

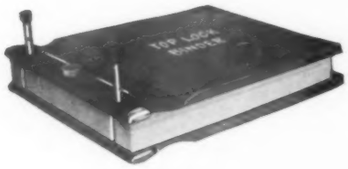
THE EUREKA BLOTTER BATH COMPANY, 6215-17-19 Wentworth Ave., CHICAGO, ILL., U. S. A.

With the *Cesco* Loose Leaf Line You Are *Sure* of Repeat Orders

Cesco dealers know and the purchasing trade realize the high standard of quality behind Cesco Devices.

Each Cesco binder is the result of many years of experimenting and persistent betterment.

Are You a *Cesco* Dealer?

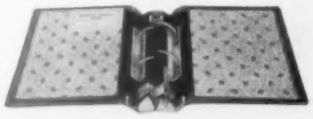


No other line offers such a salable assortment of Devices and Accounting Forms—popular because of their practical utility and simplicity.

We want to submit our budget of facts and figures—why *you* too should be a Cesco Dealer.

Send today for Catalog and full particulars.

The C. E. SHEPPARD CO.
MANUFACTURERS OF
LOOSE LEAF SUPPLIES
303-311 Hudson St., New York, N. Y.
CHICAGO PHILLADEPHIA



COMPENSATION

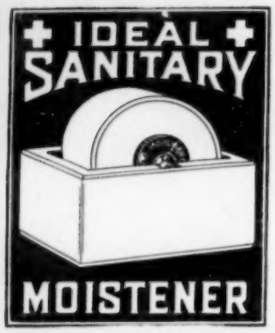
We have it knowing the painstaking selection of materials for DAVIDS products and the carefulness used in their manufacture.

You have it, selling your trade the best possible—always profitable.

"The Line with Talking Points"

THADDEUS DAVIDS COMPANY
NEW YORK J. W. R. MERCKLE, Pres. and Gen. Mgr. CHICAGO

THE SANITARY WAY TO MOISTEN FINGERS, FLAPS, STAMPS, LABELS



Made of glazed white porcelain, metal parts brass, polished nickel plate. The IDEAL moistener is thoroughly durable and efficient. It simply **cannot** wear out.

There is no rubber in this moistener to harden—sponges to become slimy with filth—no wicks, felt or gauze which are thoroughly **insanitary** and must be frequently replaced.

The IDEAL sanitary moistener is a staple article and you can make money selling it. For sale by all jobbers and dealers in the U. S.

Manufactured by

The Ideal Moistener Co.
Findlay, Ohio

Advertising matter furnished in Spanish if desired.

"UP-TO-DATE" PENCIL AND FOUNTAIN PEN CLASP

with complete interchangeable calendar — attractive, novel and useful. Clasp of standard design. Calendar under transparent celluloid. Two sizes — one for pencils — one for fountain pens. Clasps supplied on display cards.

STATIONERS — Get particulars and prices.
Order from jobber or send 15c for sample.

ARGUS MFG. CO., 128 So Honore St., Chicago, Ill.

Let us tell you about

TENACITY QUALITY
TENACITY SERVICE
TENACITY PRICE

The Tenacity Manufacturing Co.
INCORPORATED
READING, CINCINNATI, OHIO

Manufacturers of Loose Leaf Devices

A Useful Typewriter Brush
THE NEW REX

made of bronze wire and bristles. Will not injure type or machine. Most practical typewriter brush on market. Cleans without pins or benzine. A rapid seller at an attractive price. Sells for 25c.

Send 15c for sample postpaid, and ask for dealer's terms.

KAYE & POUNSFORD, 546 Fifth Ave., NEW YORK

TRINITY CARBONS AND RIBBONS
LET US SELL YOU SOME
CARBON PAPER SERVICE

A two cent stamp will get us together.

Standard Carbon & Ribbon Co., Inc.
New York City

Business as Usual During Alterations to Map of Europe

STATIONERY

Boston, Mass.

Alexander Hepburn, for many years manager of the stationery department of Matthias Plum, Inc., of Newark, N. J., is now filling a similar position with the house of Adams, Cushing & Foster, Inc., Boston.

Chicago, Ill.

The Inkless Finger Print Company has been incorporated with a capital stock of $10,000 to deal in office supplies. Herbert T. Yuenger, Arthur I. Knight and Conditt Vorhees are the incorporators.

Los Angeles, Cal.

The Adams & Boyd Stationery Company has been incorporated at Los Angeles, Cal., with a capital stock of $10,000 by J. E. Adams, J. G. Boyd and E. H. Barrett. The company has secured permission to issue stock amounting to $5,000 to Mr. Adams and Mr. Boyd in exchange for the business and assets of the concern formerly conducted as a partnership.

Mt. Vernon, N. Y.

The E. B. Loveland Printing Company have recently opened a branch stationery store at 17 South Fourth avenue. This store is in addition to their main store which they have conducted at Mt. Vernon for the last four years.

New York, N. Y.

D. W. Teller, formerly with the Tower Manufacturing & Novelty Company, and afterward with Fiedler & Hanau, New York, has established a manufacturing stationery business on his own account at 105 Chambers street, under the firm name of D. W. Teller & Co.

* * *

A petition in bankruptcy has been filed against Radcliffe & Co., Inc., manufacturing stationers at 144 Pearl street. The liabilities are stated to be $4,000 and assets $1,000.

San Francisco, Cal.

W. H. Eaton of the Eaton, Crane & Pike Company is spending some time on a pleasure trip in California.

* * *

Angy B. Thomas, known to the trade for years as western representative of Eberhard Faber, has established permanent headquarters in San Francisco, a step he has had under consideration for some time. He has taken an office at 225 Monadnock building on Market street, near Third. Contrary to an impression that has gained some ground, however, Mr. Thomas is not going to carry a stock of goods at his new office, but will use it principally as a place to get his mail and make his headquarters between trips. Mr. Thomas has just returned from a very successful trip through the Northwest.

* * *

A. Ernest Wallace of the Bert M. Morris Company, which represents the Saml. C. Tatum Company and other stationery and office specialty lines, made a trip east the past month. Mr. Morris says things are picking up all over the Coast.

UNIVERSALLY USED

In vielen Geschaftskontoren in grossen Stadten benutzt man

"Cook's" Stenographenstühle

zu allgemeiner Befriedigung.

So ziemlich jederman hat schon in seiner eigenen Stadt mehr oder weniger von "Cook's" Stenographenstuhlen im Gebrauch gesehen.

Suchen Sie nach unsere Fabrikmarke, "Quality". Sie ist das Kennzeichen von Qualitat.

Wir erteilen gern alle Auskunft auf Verlangen.

Dans les bureaux de tous les pays principaux on trouve employées les

Chaises pour Dactylographes "Cook"

avec des résultats excellents.

Vous avez vu probablement en votre ville bien des chaises "Cook" pour dactylographes.

Cherchez notre marque de fabrique, "Quality". Cela est l'indication de la qualité.

Nous solicitons vos enquetes, si vous etes intéressé.

En las oficinas de negocios de las principales ciudades se emplean las

Sillas de Taquígrafos "Cook"

con resultados excelentes.

Casi cada uno ha visto las sillas de taquígrafos "Cook" en su propia ciudad.

Busque nuestra marca de fábrica, "Quality". Es la seña de cualidad.

Invitamos la correspondencia de todos los que estén interesados.

Which means that Cook's "Quality" Spring-Back Typewriter Chairs are used in the principal cities of the world. Are you familiar with all the advantages which the Cook line offers? Get in touch with us Our trade mark on every chair guarantees service.

C. A. Cook Company

Manufacturers

16-28 Osborn Street

Cambridge, Mass., U. S. A

Remarkable Growth of VUL-COT Dealer Sales

THE rapidity with which the number of stationers selling Vul-Cot Guaranteed Waste Baskets has doubled and tripled (now over 600) is conclusive evidence of the wonderful sales value of the Vul-Cot 5 year guarantee, and the advantages of our increased dealer discounts.

It is evidence that Vul-Cots offer a sales opportunity, which every dealer who is not now selling them should investigate.

GUARANTEED

VUL-COT Waste Baskets

are guaranteed to last for at least 5 years, or new ones are supplied free. They are light, sanitary, fine in appearance, have solid sides and bottoms so nothing can sift through to the floor, cannot wear apart like wicker, or rust, corrode and dent like metal baskets.

Add to this our thorough dealer co-operation:—national advertising, free circulars, window displays, etc., and you can understand why the hundreds of dealers consider Vul-Cot Guaranteed Waste Baskets such a valuable sales proposition.

We want the opportunity to explain the Vul-Cot proposition to you, too. Write us now for details.

American Vulcanized Fibre Co.
520-525 Equitable Building,
Wilmington, Delaware

GRAND RAPIDS STOW-DAVIS MICHIGAN

MATCHED SUITES

FIRST impressions are lasting—if good, they add weight to subsequent arguments—if bad there is little likelihood of future relations.

These conditions are fully taken into account by the makers of the STOW-DAVIS Line of Bank and Office Furniture. Each suite is the embodiment of the elegance and dignity of its period. And the line is comprehensive—it includes a wide range of styles and prices in complete matched bank and office suites, directors' and office tables, desks, chairs, wardrobes, costumers, umbrella racks and waste baskets. Estimates on special work are furnished on request.

The STOW-DAVIS trademark, which accompanies every piece of furniture we make, insures satisfaction. The line is made of carefully selected materials by skilled workmen and finished to stand long, hard usage. It was originated to fill the requirement for harmonious design and highest quality.

Magazine space does not permit an adequate illustration of STOW-DAVIS furniture. To be fully appreciated, it must be seen; however, we have prepared an artistic catalog which, we believe, does justice to the line, copy of which will be gladly sent upon request.

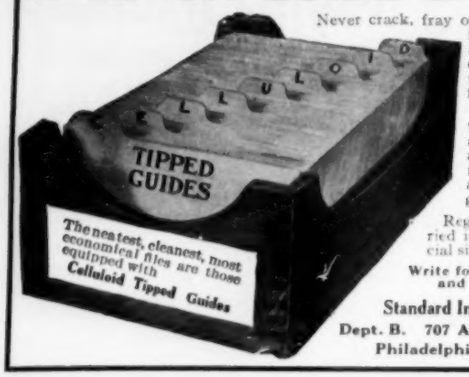
STOW & DAVIS FURNITURE CO.

80 Front Avenue, S. W.

Grand Rapids, Michigan

Salesroom Blodgett Building 4th Floor

A TIP ON GUIDE CARDS



Never crack, fray or curl, always fresh and clean and outlast six or more ordinary unreinforced guides.

Saves customer expense and annoyance of replacing broken and worn out guides.

Regular sizes carried in stock; special sizes to order.

Write for Samples and Prices

Standard Index Card Co.
Dept. B. 707 Arch Street
Philadelphia, Pa.

CLINCH PAPER CLIPS

Life Size

Their simplicity accounts for their inexpensiveness and great adaptability.

Try a few prepaid at these prices: 1,000, 30c; 5,000, $1; 10,000, $1.90. F.O.B. Buffalo, bulk, 100,000 clips, $5.75; 500,000 clips, $26.25; 1,000,000 clips, $50.00

THE BLACKHALL CO., - Buffalo, N Y.

GERMAN STYLE

THUMB TACKS

MADE IN U. S. A.

Also Round Head Brass, Steel, Enamel and Celluloid, in Display Cartons, Gross and 100 in a Box.

THE COMPLETE LINE

HAMPDEN HOGE 106 Fulton Street, NEW YORK

No connection with any other concern

Sample 25c Postpaid

Big Profit to Dealers

The only brush that will clean all parts of machines. Small end cleans type, large end cleans in between keys, under carriage, the type rods and all hard-to-get-at places. For typewriter, billing and adding machines it cannot be beat. Total length 14 inches. All bristles.

Adopted by Business and Public Schools, Public Institutions, Hospitals, U. S. Government and City Departments and the Largest Concerns in the Country.

If you use any quantity of wire twisted brushes, send samples and our prices will be interesting

CLEANALL TYPEWRITER BRUSH CO. Mfg. of Wire Twisted Brushes, 946 TELLER AVE., NEW YORK

In Use Everywhere

TYPEWRITERS

Chicago, Ill.

The Rebuilt Typewriter Company, 312-328 North May street, Chicago, Ill., builders of "Retyco" rebuilt typewriters, is mailing the following notice to its dealers:

"This is to inform you that T. W. Lewis has assumed full charge of the Rebuilt Typewriter Company's sales department and that W. F. Clausing is no longer connected with the company."

Los Angeles, Cal.

The Remington Typewriter Company will soon move from its Olive street location to the Isaacs building on Broadway near Eighth street.

San Francisco, Cal.

The Corona Typewriter Company has opened a direct factory branch at 26 Powell street, which will be jobbing center and headquarters for the entire western division, comprising ten states and part of Canada. M. W. Hard, who has had charge of the company's interests in this territory, will continue as western manager, while the local office will be looked after more particularly by J. R. Bierma, who has had charge of the Corona exhibit in the Palace of Liberal Arts at the Exposition.

* * *

The Wholesale Typewriter Company, 37 Montgomery street, is enlarging its rebuilding department, having installed an enamel plant with ovens for baking in addition to its former factory. W. G. Chamberlain is manager for the Pacific Coast.

* * *

The demonstrations of Margaret B. Owen, 1915 winner of the $1,000 Office Appliances world's championship cup, at the booth of the Underwood Typewriter Company in the Palace of Liberal Arts attracted much attention during the latter days of the exposition.

* * *

The Hammond Typewriter Company, of which C. A. Metcalf is manager for the Pacific Coast, has opened a ground floor establishment at 3 First street, near Market, having moved from the second floor of the Lachman building at Market and Fremont streets.

Sterling, Ill.

B. F. Kreider, who for eight months has been connected with the firm of Hallett & Kreider, states that that firm dissolved partnership on the first of November, Mr. Kreider taking the office equipment, typewriters, typewriter supplies and kindred goods, and organizing Kreider's Typewriter Exchange, selling new and rebuilt typewriters, office equipment and supplies, at 502 Lawrence building. Mr. Kreider states that he has the agency for the Royal typewriter, with which he is making great headway in this section.

Wilmington, Del.

The interests of the Typewriter Development Company have been taken over by the Sholes Standard Typewriter Company, 511 Orange street, Wilmington, Del.

It is reported that the Sholes visible typewriter plant will be established in Oak Grove, a suburb of Wilmington, and that work of manufacturing the machine will be started about January or February.

YOUR OWN BRAND

ADVERTISE YOURSELF

Your trade uses typewriter ribbons and carbon paper. You want to sell *good* ribbons and carbons. This combination can be worked out to result in more business and greater profits for you if you sell ribbons and carbons under your own name and brand. Then your customers will come back because they know where to go.

Send for samples of our typewriter ribbons and carbon paper. Try them out thoroughly. Put them to the most difficult tests. You'll decide they are the kind you'd be glad to have associated with your name.

Write today for samples.

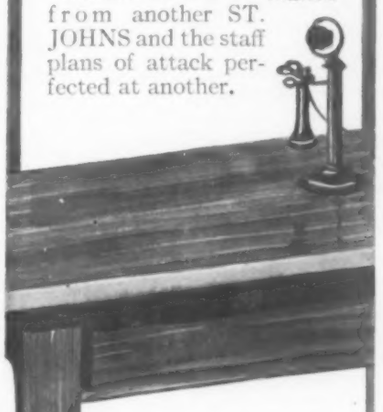
U.S. Typewriter Ribbon Mfg. Co.,
Sansom & 8th Sts.,
Philadelphia, Pa.
CABLE ADDRESS—MUSTR.

ST JOHNS

OFFICE TABLES

THE BATTLEFIELDS OF BUSINESS

When the "air scout" on the trail of the big order phones from the skyscrapers to the home office—it comes in upon a ST. JOHNS TABLE. Just as the broadsides of "literature" will be mailed from another ST. JOHNS and the staff plans of attack perfected at another.



ST. JOHNS

Tables dominate business offices because of their business design, sturdy manufacture, and low cost.

Made in the largest table factory they ought to be as much better as they are, and to sell as easily as you will find that they do.

Get Catalogue

St. Johns Table Co.
Cadillac, Mich., U. S. A.

Meilicke Active Phone List

$1.00

AT last the Phone List problem is solved. The Meilicke Active Phone List has been especially designed to greatly improve telephone efficiency.

Hinged cards so that reference and entries can be made by merely tipping cards.

Index cards automatically fly closed when reference is finished.

Cards are loose leaf and will hold 360 names, exchanges and phone numbers.

Tabs plainly in sight.

Scratch pad is a necessity.

The frame is made of pressed steel, black rubber finish same as phone.

This attractive device is durable and highly finished; it will last a lifetime.

Detachable Style

Snaps on Telephone

YOU get fully a $10.00 value when you purchase a Meilicke Active Phone List. It is the handiest little device on the market!

Why flounder through a huge directory and worry about scratch paper when you can have all at your finger tips? 99% of your calls can be listed in a Meilicke Active Phone List.

Desk Style

If Our Phone Lists are not handled by your Dealer,

Send One Dollar, and we'll mail you Postpaid, either.

Wall Phone Style

Each Phone List packed in attractive box.

Meilicke Calculator Company
350 North Clark St., Chicago, Ill.

INK ERASING SIMPLIFIED

The modern business man uses, instead of a dull-edged knife, the

BEEGEE, JR.—"The Perfect Ink Eraser"

Which annihilates blots and ink-markings in less time than can be done by any other method. No chemicals used. **Beegee, Jr.,** is just a speedy sanitary eraser used by the *United States government* in various state and city departments, and by some of the largest financial and commercial houses throughout the country. In actual use in every business center of the globe. **Retails at 50 cents.**

A most successful seller for stationers and dealers.

Send for terms

Beegee Co., 1133 Broadway, New York, N. Y.

An Active Order Getter

The appearance alone of the HANDY PORTFOLIO creates a favorable impression upon the prospective customer. Its compartments make it convenient as a carrier for papers, photographs printed matter, samples and other material and is extremely valuable to the salesman. No time is lost in fumbling thru a mass of enclosures for the one wanted at some psychological moment. The hand can be placed upon any article in the HANDY instantly.

Tell Us

your line of business and we will tell you what others in business similar to your own have to say concerning the worth of the HANDY PORTFOLIO to them.

THE CLEVELAND LEATHER GOODS CO.
120 Noble Court, Cor. W. 2nd St.
CLEVELAND, OHIO

Genuine ***EVERSHARP*** Pencils make mighty acceptable Christmas gifts.

Special Case Offer for Dealers

Eversharp Pencil Company
INCORPORATED
1417-19 Lytton Building, Chicago, Ill.
Sole Pacific Coast Agents: Cardinell-Vincent Co., San Francisco, Cal.

A Clean Method of Changing Pens

How much TIME is wasted in your office by changing pens? How many PEN HOLDERS are broken or thrown away because the pen cannot be removed? This article saves TIME and PEN HOLDERS. Eliminates WASTE. Invaluable to bookkeepers.

Dealers write for Discounts

The KOHLHAAS CO.
31 W. Lake Street
Chicago, Ill.

PENS AND PENCILS

Boston, Mass.

Leo Solinger, a representative of the Eagle Pencil Company, New York City, called on the trade in Boston the latter part of November.

Brooklyn, N. Y.

The house of Eberhard Faber has favored us with an instructive 24-page booklet describing how Eberhard Faber pencils are made. An historical sketch of the company is presented, and a picture of the founder of the house appears as the frontispiece of the book. The processes of pencil manufacture are clearly explained step by step, and are made all the more interesting by the use of numerous illustrations which admirably supplement the text. This booklet contains a wealth of pencil information which stationery salesmen should know.

Newark, N. J.

The Eberhard Faber display at the Panama-Pacific International Exposition, which has attracted the attention of millions of visitors, is to be sent to Newark, N. J., at the close of the fair, and will be displayed here next year at a big city celebration.

New York, N. Y.

Fred M. Brown, of Eberhard Faber Company, New York City, called on his friends in the trade the week of November 27.

* * *

E. J. Kastner, secretary and manager of the Montreal store of the L. E. Waterman Company, Ltd., spent a few days in New York the early part of this month.

* * *

Frank D. Waterman, president of the L. E. Waterman Company, is a member of the committee of one hundred on National Defense just announced by Mayor Mitchel of New York.

* * *

The American Lead Pencil Company has announced the coming of the tenth anniversary of their celebrated "Venus" drawing pencil.

* * *

Favor, Ruhl & Co., wholesale stationers and dealers in artists' materials, have leased the fifth floor in the remodeled Flint building at 43 West 23d street. The premises continue through to 24 West 24th street and contain approximately 12,000 square feet. They will move into the new premises at an early date. Favor, Ruhl & Co. are now located at 73 Barclay street.

San Francisco, Cal.

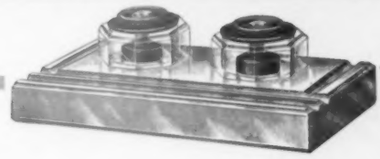
It is announced that John S. Stephens, western representative of the American Pencil Company, is the proud father of a baby girl.

San Francisco, Cal.

Eberhard Faber has secured quarters in the Monadnock building on Market street where he will maintain an office for the Pacific Coast. A. B. Thomas is in charge.

Toledo, O.

The Conklin Pen Manufacturing Company is now producing some exceptionally striking fountain pen advertisements in magazines of national circulation.



This Inkstand Makes An Appreciated Gift!

ANY man or woman who writes will be delighted to receive a Sengbusch Self-Closing Inkstand set, or a single Inkstand, as a holiday gift. The cleanliness, handiness and constant readiness of this unique inkstand will be a daily joy. It makes for efficiency as there is no chance of getting too much ink on the pen, so no shaking of pen, no blots, no splashes. It closes airtight after every dip, so there is no loss of ink, and no thickening of ink.

It uses 75% less ink than ordinary inkwells; ink is always fresh and free from sediment or dirt. Pen corrosion is prevented.

Sengbusch Inkstand sets, and single inkstands, in plain and cut glass, should be displayed in every Stationery store and department. They make splendid Christmas gifts to relatives, friends, or holiday remembrances to employees or the trade.

The "Sengbusch" saves its cost in less than a year, besides keeping the user in a better frame of mind all the time.

SENGBUSCH
Self-Closing
INKSTAND

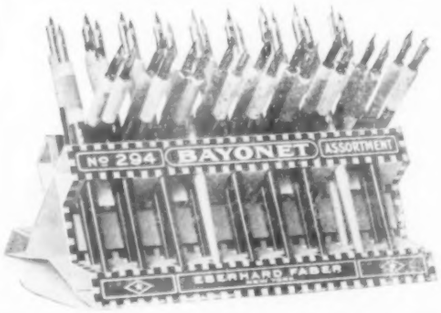
This attractive Inkstand should be played up strong by every stationer.

We give Dealers excellent selling helps, Direct Advertising matter, Catalogs, etc., all imprinted with the Dealer's name. We back up a 10 days' free trial offer, to stimulate sales. We have attractive display signs, cards, etc. It's to the Dealer's advantage to co-operate with us in pushing the "Sengbusch" because it always repeats.

Over 40,000 in use by the U. S. Government

Sengbusch Self Closing Inkstand Co.
400 Stroh Building **MILWAUKEE, WIS.**

Primed for Use---A Pen in Every Holder



The "Bayonet" Assortment contains 3 dozen standard cork and rubber tipped penholders with first quality pens in serviceable styles.

The holders are of several popular patterns, finished in various colors.

The double easel display folds flat when not in use.

EBERHARD FABER, New York

The Man Who SIGNS
His Name to the Checks

is responsible for whatever money is stolen by a crook through check raising. The Supreme Court has ruled that YOU must protect your check. Here is an inexpensive, Patented, 1915.

Non-Tamperable Check Protector Size, 3" long, 1½" w. 1" high, that you can use immediately after signing a check. Prevents check-fooling—check going-wrong or crook raising it. Ask for HANDSOME, USEFUL XMAS GIFTS.

AMERICAN $1 CHECK PROTECTOR Nickle Finish

Silver plated $2; Gold plated $3
Sent postpaid for stamps or Money Order.
Also used as Paper Weight, Memo Clip and Calendar.

American Check Protector Co. Inc.
202 Fifth Ave. New York, N. Y.

THE PERFECT PLUGLESS ROLL

For adding machines of all makes. We have eliminated the wooden core with its faults.
The Plugless Roll is guaranteed to contain 250 lineal feet. The stock is white wove, hard, sized writing, 18 pound folio, free from lint or dust.
If you prefer the 2 5-16 in. rolls with wooden cores, we will furnish them at the same price as plugless.
Write for samples.

GEO. IRISH PAPER COMPANY, Manufacturers
21 River Street, - Buffalo, N. Y.
CANADIAN HOUSE—Monarch Paper Co., Ltd., 60 Victoria St., Toronto

PROTECTION!

for $1.00 against the criminal who stole $23,000,000 last year and may steal from *you* next!

Right in your city are perhaps criminals who make check raising their business. They may try their clever methods on YOU next. The Home Check Protector possesses all the good points of the costly kind—it *perforates* the paper is simple to handle; cannot get out of order.

AGENTS You can sell this in every office you visit. Get our plans at once. On receipt of price we will send this device for ten days' trial. Send now and test it out.

WACHUSETT SPECIALTY CO., Dept. B, Box 794, WORCESTER, MASS

GOLD PENS -- All Shapes and Styles

Imprint Work a Specialty

Prompt Repair Service

All makes Gold, Fountain, Stylographic Pens. Pencil Cases perfectly repaired and returned day received. Satisfaction guaranteed.

GEORGE P. GAYDOUL, 50-56 John St., New York

The "JIFFY"
A New Duplicating Machine
Price $3.00 — Complete

The rotary duplicator simplified.
A reduced stencil duplicator.
Works like a curved blotter.
1000 copies per stencil—30 copies a minute.
Reproduces handwriting, typewriting, and drawings.
Each outfit includes 18 stencils, stylus, duplicating ink, and the device itself, all in a handsome wooden box.

Attractive discounts to dealers

SELLS TO
CLUB SECRETARIES, SCHOOLS, CHURCHES, BROKERS, MERCHANTS, OFFICES, HOTELS, RESTAURANTS, LIBRARIES, ETC.

E. N. FALES & CO.
260 National Life Bldg., Chicago, Ill.

ADDING MACHINES

Chicago, Ill.

In one of the November numbers of Chicago Advertising, the little publication of the Advertising Association of Chicago, W. I. Currie, Chicago sales agent of the Dalton Adding Machine Company, 701-703 Peoples Gas building, Chicago, has taken a full page in which he announces the Dalton Adding and Listing Machine for $125, also other models of greater capacity equipped with special features.

Detroit, Mich.

C. S. Richardson, formerly head of the consignment department of the Burroughs Adding Machine Company, has been promoted to the sales force of the organization. A. H. Cato has succeeded Mr. Richardson as head of the order department.

* * *

For the second time H. F. Ellwood has won the presidency of the All Star Salesmen's Club of the Burroughs organization, making an average of 263 per cent for the quarter ending in September.

Los Angeles, Cal.

G. H. Seward, president of the Business Equipment Sales Company, states that the scope of the company's inspection and repair department is constantly broadening. It now includes work on calculating and adding machines of various makes, time clocks, change makers and check cancellers.

* * *

L. B. Beavis, auditor of the Business Equipment Sales Company, recently suffered a dislocation of the shoulder.

* * *

Several appraisals of properties of public utilities are nearing completion, and in the computations the Marchant Calculating Machine has played an important part. This made-in-California product has a strong following among engineers and technical men.

Pittsburgh, Pa.

A. E. Thomas of the mechanical department of the Ellis Adding Typewriter Company here was recently married to Miss Dorothea J. Michel of this city. Office Appliances extends best wishes.

San Francisco, Cal.

The local salesrooms and offices of the Burroughs Adding Machine Company on the second floor of the Bankers' Investment building have been rearranged to good advantage, the main entrance now leading into the general office instead of through the salesroom as formerly. W. J. Healy is office manager.

Toronto, Canada.

George Hewson, who was chief inspector at the Toronto Service Station of the Burroughs Adding Machine Company when the war broke out, resigned his position and went immediately to the front, and is now somewhere in France. Mr. Hewson at one time served three years in the English navy.

THE NEW BAY STATE TRANSFER CASE

"The best case on the market"

To insure strength and durability we are now employing the

LOCK CORNERED CONSTRUCTION

"The strongest method known"
Corners firmly glued together—not nailed.

The smooth paneling of the top and sides adds materially to the appearance of the case.

Finished in a rich golden oak.

Made in three sizes—LETTER—LEGAL-CAP—INVOICE

Write for particulars and prices.

BOSTON INDEX CARD CO.
113 Purchase St., Boston

New York Salesroom: 395 Broadway, New York

15 Days Free Trial

CLOSED

We also manufacture Typewriter Stands and Chairs; Magazine and Catalog Stands; Mercantile Tables; Adding Machine Stands; Factory Stools and complete line of Soda Fountain and Cafe Chairs and Tables. Write for free catalog

OPEN

Affords as much room as any Typewriter desk. Closed takes only 4 sq. ft. floor space.

Steel's the Style Now

Practically all offices are being equipped with steel. It's durable, handsome, sanitary and fireproof. Teach your customers to complete their offices by installing steel typewriter cabinets.

We help you with liberal advertising and our 15 day trial means easy sales because the customer takes no risk. The

UHL ART STEEL TYPEWRITER TABLE-CABINET

sells for practically the same as a wooden cabinet. Looks better, saves space, easier to work with. Indestructible rigid steel frame. No "catch all" drawers to gather trash but ample room for full week's supply of stationery. Built up wood platform, no clatter. Easily moved, but rigid when in use. Dust proof self locking roll top.

100% PRACTICAL

Every business man will at once see the advantages of this cabinet. Dealers everywhere are making money selling the Uhl. Write for our special proposition and details of our Fair Play bonus plan.

The Toledo Metal Furniture Co.
2627 Dorr Street, TOLEDO, OHIO

A Life of Service

When B & G Desks leave our factory en route to the dealer's show room or eventually to the office of the user, they have been constructed for a life of service. The most durable materials have been used and careful, painstaking workmen have fitted them together.

All B. & G. Desks are of our patented knock down construction which reduces shipping costs and risk of damage in transit.

We manufacture roll top, flat top, standing and typewriter desks.

Catalog mailed on request.

Bentley & Gerwig Furniture Co.
Parkersburg, W. Va.

Making Up The Pay-Roll The Quicker, Safer Way

This machine enables you to make up your pay-roll in one-half of the time formerly required. It instantly delivers the exact change represented by the keys struck, direct into the pay envelope. One touch on the key and the entire operation is finished. Recounting is unnecessary for the machine is infallible. It cannot make a mistake. It is the most simple and easiest operated machine of its kind ever built.

The Lightning Change Maker

has but 26 keys. They operate as easily as typewriter keys. Their compact arrangement makes it possible to strike any combination of keys without changing the position of the hand. When the pay-roll is finished simply detach the envelope spout and the machine is ready for use by the cashier.

The Lightning Change Maker is made in three models—the pay-roll and bank model—the changer model for stores, restaurants, etc., and the theatre model. Detail description of each gladly sent on request.

THE BARRETT CHANGER COMPANY

812 Association Bldg. Chicago, Illinois

LOOSE LEAF MEMOS

are built on new and correct lines, permitting the greatest compactness, beauty, strength and simplicity.

Made in several bindings; low, medium and the highest grades, including our patented one-piece "KUT FLUSH" binding.

The metal of which the rings are made is oval and solid.

Pictures of metal parts shown are actual size. Note the compactness and beauty.

Trussell Mfg. Co.

10 N. Cherry St., Poughkeepsie, N. Y.—Branch, 106-108 Fulton St., N.Y.C.

OTHER MACHINES

Chicago, Ill.

It is reported that the Stewart Manufacturing Company has sold its pencil sharpener business to the Chicago Flexible Shaft Company, at LaSalle and Ontario streets. It is said that the sale also includes the parcel post specialty, the Postometer.

Los Angeles, Cal.

The Lightning Change Maker, manufactured by the Barrett Changer Company, is being introduced by A. C. Wales, who is making his headquarters with the Business Equipment Sales Company, 921 Investment building.

* * *

The local agencies of the Peerless and Todd check protectors have been advised of the consolidation of their companies.

* * *

G. H. Seward, president of the Business Equipment Sales Company, Inc., is seeking to increase his sales force in anticipation of a steady increase of business. He reports the closing of some very satisfactory orders for devices sold by them.

Minneapolis, Minn.

On a recent trip to Minneapolis, Paul Barrett of the Barrett Changer Company, Chicago, appointed G. H. Arnold as the Minnesota agent for the company. Mr. Arnold was at one time district manager for the Equitable Life Insurance Company. He is an able business man, and although he has been with the Barrett Changer Company a very short time, he has sent in some excellent orders.

Portland, Ore.

P. L. Cowden, who formerly represented the Coin Machine Company of Portland, Ore., has entered the automobile field.

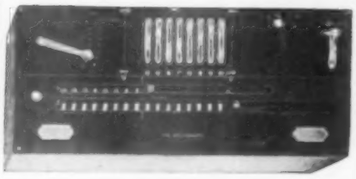
San Francisco, Calif.

Patrick & Co. have carried out an idea which can not fail to draw some favorable attention to their store, as well as to the article featured. The idea may have originated with some of the plumbing goods firms, who put sanitary drinking fountains in front of their stores, but instead of a fountain, Patrick & Co. have set a Boston pencil pointer on a pedestal at the entrance to their store, where it can be conveniently used by any passerby. Beneath the sharpener is a card naming the price of the machine.

St. Louis, Mo.

Charles S. Blood & Co., a prominent office appliance establishment in St. Louis, recently participated in an exhibition of office machines and devices at 707 Olive street. Among the machines demonstrated were Addressographs, Burroughs adding machines, Protectographs, Multigraphs, Derby desks, etc.

LEAST EFFORT BY OPERATOR



The computing machine that makes the least demand upon the operator is the

"MILLIONAIRE" Calculator

It requires but one crank turn for each figure in multiplier or quotient. All others require a turn for each unit of each figure.

The carriage containing multiplier and product rows is actuated automatically. In all other machines it must be moved by hand.

The machine itself detects any error the operator may make.

The MILLIONAIRE CALCULATOR is the most rapid, accurate and durable machine obtainable. The first MILLIONAIRE sold in this country, 15 years ago, is still in active use.

Demonstration free—incurs no obligation on your part. Booklet on request.

W. A. Morschhauser
1 Madison Ave., New York

All Paste-No Waste

There's no water well in this new CICO paste jar—for CICO never needs water. New adjustable brush holder prevents sticky fingers and is a mighty convenient and efficient sealer to jar. This desk jar is a fine refill package and a ready seller.

Always Ready For Use

No Water Ever Needed

No. 724. 5 oz. Jar.

Carter's

CICO

The New Liquid Paste

requires no water and does not have to be "worked." It is always ready for use and always stays ready. CICO is also put up in spreader tubes and small bottles. Be prepared for requests of your customers for CICO.

The Carter's Ink Co.
Boston New York Montreal Chicago

THE EMERALITE DESK LAMP

YOU SELL EVERYTHING FOR THE DESK BUT THE LAMP

The EMERALITE Desk Lamp should be as much a part of your stock as any other office accessory.

It may be a new line for you, but it's the new lines that add the extra profits.

Write us today for our dealers proposition which will interest you.

H. G. McFADDIN & CO.
44 Warren St. New York City

Mention Office Appliances

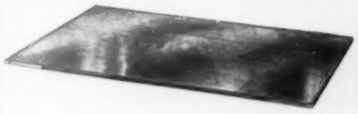
and show it to all your friends who are connected with the office equipment industry. Perhaps some of them are not subscribers. To show them OFFICE APPLIANCES will be to do a good turn which will be appreciated by them and by us.

Read each number of OFFICE APPLIANCES carefully—read the advertising pages—read the special articles—take time to look thru "New Machines and Devices." By doing this you will be enabled to secure a full measure of the service the magazine offers.

Subscription rate is $1.50 a year, United States; $1.75 Canada; $2.00 Foreign.

THE OFFICE APPLIANCE COMPANY
417 S. Dearborn St.
Chicago, Ill.

THE POLAR Glass Desk Pad



No. 1—Size 18x24 . . . . . $3.50
No. 2—Size 20x34 . . . . . 6.50

Made in Two Popular Sizes

A thin, flexible foundation pad under a thick $\frac{3}{16}$" plate glass

Foundation pad is made of green moire top and bottom, with four neat-fitting brush brass corners which fit closely against the edge of the glass.

The green moire always showing through gives a handsome and attractive appearance.

Glass can be raised with one finger, permitting price-lists, maps, calendars, etc., to be placed underneath for quick and ready reference.

The foundation pad does not extend beyond the edge of the glass.

NOTHING TO WEAR OUT

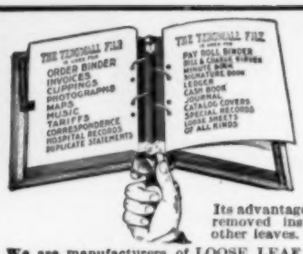
A Liberal Discount to Dealers

A few of our other practical office articles which all dealers should know about:

Polar Desk Reminder.
" Pocket Index Card Cases.
" Cut Glass Paper Weights and Trays.
" Center Desk Drawer Trays.
" Side Desk Drawer Tray.
" Paper Weight and Memo. Pad.
" Penknife and Ink Eraser Blade.
" Signature Blotter Book.
" Valuable Paper Wallet.
" Furniture Top Protectors.

Dealers write for complete information

Polar Manufacturing Co.
611 Cherry St., Philadelphia, Pa.



THE Tengwall

REG. U.S. PAT. OFF

FILE

Bind your correspondence and loose-leaf accounting forms in the Tengwall File.

Its advantage is that a leaf may be inserted or removed instantly without disturbing the other leaves.

We are manufacturers of LOOSE LEAF LEDGER BINDERS — SECTIONAL POST BINDERS— Solid Post Binders, SPRING HOLDERS, Bills of Lading, Order Systems, Bill and Charge Blanks, Purchase Order Systems, Monthly Billing Systems, Combined Cash and Journals, Pay Roll, Leaves, Inventory Sheets, Voucher Records, Manifold Books, Bank Statements, Accounts Payable Systems, Indexes, Etc., Etc. Ask for Catalog. SAMPLES FREE ON REQUEST.

THE TENGWALL COMPANY OF ILLINOIS

2952 Sheffield Ave., Chicago — 109 Broadway, New York

EASY FASTENER

Samples and prices free upon request.

SIMPLE and EFFECTIVE

for fastening letters, orders, invoices, deposit slips and other papers. It is easy to use and holds papers firmly without possibility of slipping. Used constantly by concerns who capitalize the importance of simplicity and system.

EASY FASTENER CO., Candler Bldg., Atlanta, Ga.

HIGGINS

Drawing Inks, Blacks and Colors
Eternal Writing Ink
Engrossing Ink
Taurine Mucilage
Photo Mounter Paste
Drawing Board and Library Mucilage
Office Paste
Liquid Paste
Vegetable Glue, etc., etc.

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter Supplied to the Trade. Discounts and Trade Prices give good profits.

Consumers, emancipate yourselves from the use of corrosive and Ill-smelling inks and adhesives and adopt the **Higgins' Inks and Adhesives.** They will be a revelation to you.

We protect the trade by referring all orders and inquiries thereto.

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives

Main Office and Factory, Brooklyn, N. Y., U. S. A. New York-Chicago-London

The Adams College Book Rings

The Adams College Book Ring is a Universal ring for perforated binders and papers. This ring is easily operated and allows the sheets to lie perfectly flat. The most satisfactory ring ever invented. Beware of imitations.

Our goods are handled by leading stationers. If you do not carry them write us at once for catalog. Order through your jobber.

HENRY T. ADAMS, 6823 So. Chicago Ave., CHICAGO, ILL.

SPURGIN'S DOUBLE - QUICK INDEX

HIGH EFFICIENCY AT LOW COST

Spurgin's System for indexing correspondence combines the **alphabetic and numeric** principles, in the **most effective way** to secure important results not obtainable by any other arrangement.

As a method which practically **insures quick access** to correspondence, it is the most effective **"filing-to-find"** plan in use. For full descriptive matter, address

SPURGIN MFG. CO., Inc.

304-306 W. 69th St. CHICAGO

LOOSE LEAF

Chicago, Ill.

Robert J. Prentice, who has been with the Trussell Manufacturing Company in the East, has been made manager of the Chicago office of that company. His territory will cover the Middle West and Central West. Mr. Prentice started as a boy with the Eaton, Hulbert Paper Company of Pittsfield, Mass. Later he was manager of the engraving and stationery department of the Stewart & Kidd Company, Cincinnati, Ohio.

Grand Rapids, Mich.

A window display of Boorum & Pease Standard loose leaf devices arranged by S. C. Herrema of the Tisch-Hine Company, won the prize in the November window display contest instituted by the Boorum & Pease Company. This window display was illustrated in the Boorum & Pease Company's house organ, "Standard," for November.

New York, N. Y.

The Boorum & Pease Company is offering the trade a renewable memo book, very neat and attractive in appearance. New pads for this book may be readily obtained and the book used a long time.

* * *

H. C. Sterling, formerly with the loose leaf department of the Tower Manufacturing & Novelty Company, and also with the Twin Lock Company, is now connected with the New York office of The Heinn Company of Milwaukee, Wis. He will call on the trade in New York City, New York State, New Jersey, Philadelphia, Baltimore and Washington.

San Francisco, Cal.

The Wilson-Jones Loose Leaf Company of Chicago have opened an office in the Balboa building, with J. R. Simpson, the San Francisco representative of the company in charge.

* * *

E. J. Scollard, president of the Seattle Stationers' Association, has been added to the sales force of the Wilson-Jones Loose Leaf Company, and will travel west of Denver. Mr. Scollard has a wide acquaintance in the western field and will prove a valuable addition to the sales force of the Wilson-Jones company.

Seattle, Wash.

The Justice Stationery Company of this city, relates "Tips," the house organ of the Irving-Pitt Manufacturing Company, has found a new way to dispose of undesirable visitors. In a recent letter to the Irving-Pitt Manufacturing Company they say:

"A drunken sailor came in bare-headed and begged for a hat. Then he struck a clerk for some money. In each case he was turned down. Seeing the cut-out man that the I-P Co. sent out some time ago, standing on a counter in the rear, he made a bee-line for the dummy. Holding out a hand to shake, he put it up to the dummy for a donation. About this time a policeman came in and got a line on the drunk and took him away before the dummy could respond.

"We now refer all beggars, solicitors and some drummers to the man in the rear."

"PELOUZE" POSTAL SCALES

Mail and Express..16 lbs.
Commercial.....12 lbs.
U. S..... 4 lbs.
Victor.....1½ lbs.

are scientifically made. They show exact weight in ounces, also cost in cents on all classes of mail matter.

Banks and large business houses use

"Pelouze" Scales

because of their accuracy, reliability and durability.

Made in several styles. **"Pelouze" Postal Scales** are ready sellers. All the best dealers sell them. Write today for catalog.

PELOUZE MANUFACTURING CO.
232-242 E. Ohio Street, Chicago, Ill.

National..... 4 lbs.
Union .....2½ lbs.
Columbian ..... 2 lbs.
Star ..... 1 lb.
Crescent..... 1 lb.

No. 386. Oak Revolving Office Chair

No. 386½. Oak Stationery Office Chair

No. 387. Oak Revolving Stenographers Chair

Write for Exclusive Agency.

Dealers Only

We have been making chairs for 50 years. We ought to know how.

The Buehner Chair Co.
Evansville, Ind.

High Grade Salesmen and Stationers

have found that there is quick turnover and a big margin of profit in selling the new gold-finish

RUSH-FRASER

—a de luxe article at a moderate price.

The RUSH-ERASER appeals to the customer by reason of its novelty, utility, economy and beauty.

It uses no rubber, acid, or blades, yet does the work of all them.

It erases writing ink, printing ink, and typewriting with a stroke or two, and leaves the surface of the paper smooth and clean.

It is a handsome article in any of the three finishes — solid gold, solid gold plate, or Sterling silver.

Sample, gold plated, sent postpaid for 50c and the name of your stationer.

Elegant display sign in gold and silver free to the trade.

Write today for our attractive offer to side line men and retailers. Liberal discounts to the trade.

RUSH-ERASER CO.
825 S. A. & K. Bldg. SYRACUSE, N. Y.

Fully Protected
Patented Feb. 4 1902

The Improved University Book Ring

The Ring with the Deep Locking Joints —A Deep, Steel-Jawed Feature which adds longer life to the Binder

It meets every requirement for the temporary binding of student's and stenographer's note books, and various loose leaves. Simple, strong and neat. Made in four sizes. No. 1, 1¼ inches diameter, light weight; No. 1, heavy weight, 1¼ inches; No. 2, 1½ inches diameter, light weight; No. 2, 1 7/16 inches diameter, heavy weight. Unjointed ring, 1¼ inches diameter. *Write for particulars.*

OTTO KELLNER, Jr.
4028 State St., CHICAGO

A PERFECT WORKING DEVICE

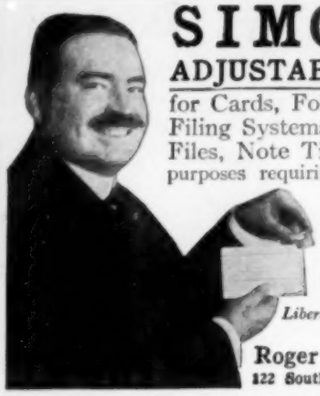
The McM. Push Button Binder

"It works like an electric switch"

Solid or Sectional Posts—Interchangeable
Any Binding Style—Any Size

Ask your dealer or write to

McMillan Book Co., Syracuse, N.Y.



SIMONSON
ADJUSTABLE METAL TIP
for Cards, Folders, Card Indexes, Filing Systems, Follow-up, Check Files, Note Ticklers and all other purposes requiring an Adjustable Tip.
Slips easily on and off but holds with firm grip. Has removable name slip, lasts indefinitely and does not mar card or folder.
Liberal Quantity Terms to Dealers. Samples Free.
Roger A. Simonson & Co.
122 South Michigan Ave., CHICAGO

WEDDING Engraved Wedding Invitations and Announcements, Social and Business Cards, Steel Die Business and Social Stationery. High grade stock and work. Buy direct from makers. Samples and prices gladly furnished. State kind of samples desired. The American Embossing Co., Buffalo, N.Y.

A Clasp With Many Uses

The Bankers' Clasp besides being used for holding down check-book stubs, holds checks and currency in pass books, holds valuable papers by fastening them to the lining of an inside pocket, is a ledger marker, keeps papers in groups, etc., etc.
It is made of the best grade of clock-spring steel, either nickel-plated or japanned. Special imprint with orders of 100 or more. Comes in attractive cardboard container. Retails at 15c. Individual orders filled direct if your dealer cannot supply you.
Samples furnished to dealers on request. Correspondence invited.
BANKERS' CLASP CO., 3671 Lafayette Ave., St. Louis, Mo.

The "Anco" Pen and Pencil Clip

High quality—low price. Made in one piece of spring steel, ball point, heavily nickeled and highly polished. Write for prices.
The Ansonia Novelty Co., Ansonia, Conn.

Your Customer Will Buy This

Show him this desk clock and tell him it is a good paper weight and an excellent time keeper. Convince him that it will save him time every day.
Sample mailed for $1.00
H. D. Phelps
Ansonia, Conn.

FURNITURE

Akron, O.

The National Blank Book & Supply Company have purchased a building 43x115 feet and four stories in height, at 33-35 North Main street, Akron, at $93,000.

Chicago, Ill.

The Milwaukee Chair Company was awarded the Medal of Honor, the highest honor which could be awarded to a manufacturer, for its display of office, bank and court house chairs at the Panama-Pacific Exposition, San Francisco. After January 1st this exhibit will be displayed on the Chicago sales floors of the company.

* * *

A well-attended meeting of the Associated Office Furniture Manufacturers, the first annual meeting of the organization, was held at the Congress hotel in Chicago November 15 and 16. A report of this meeting will be found in another column.

Evansville, Ind.

It is said that Benjamin Bosse, mayor of Evansville and a leading manufacturer of office and household furniture, is a lover of rare books. It is reported that Mr. Bosse recently purchased a Luther translation of the Bible printed in 1754.

Middletown, O.

A new company, to be known as the Ohio Office Supply Company, has been organized in Middletown. This company will handle a complete line of office equipment. Those interested in this new enterprise are as follows: G. N. Selby, president and general manager; H. L. Steinberg, vice-president, and N. O. Selby, secretary-treasurer. Offices have been opened in the Castell building.

Philadelphia, Pa.

Joseph L. Shoemaker Company, of 916 Arch street, have undertaken the job of furnishing office furniture and appliances in the new Widener building, at Philadelphia.

San Francisco, Cal.

Louis Burgoyne, the well known Pacific Coast representative of the Globe-Wernicke Company, is back on the job after spending a couple of years in other lines.

Toledo, O.

The Meilink Manufacturing Company announces that it will soon put on the market a new line of steel boxes suitable for the needs of commercial stationers.

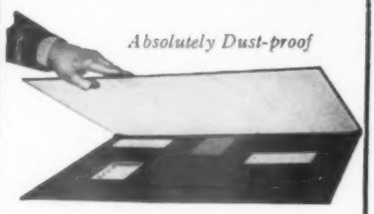
Wabash, Ind.

The Wabash Cabinet Company, for the third time within the year, are enlarging their plant to meet the demand for their products. About a year ago they purchased a three-story brick building called factory No. 2, occupying two acres of ground, and about six months later Factory No. 1 was increased by another floor, which added 10,000 feet of floor space. The company is at present building an additional four rooms, which will increase their capacity by 8,500 feet of floor space.

* * *

Edward L. Little of the Wabash Cabinet Company, Wabash, Ind., was among the visitors to Boston last month.

The Chicago Glass Desk Pad



THE Chicago Glass Desk Pad provides a smooth, hard writing surface, protects the desk, is strictly sanitary and improves the appearance of the office.

The glass which extends to the edge of the pad and leaves neither pockets nor cracks to collect dust, is made of plain and beveled glass, and rests on a leatherette base. The glass can be raised easily without being pushed over top of desk or table.

Price $3.00 to $7.00 Attractive terms to dealers.

CHICAGO MIRROR AND ART GLASS COMPANY

Established 1899

216-220 N. Clinton St., CHICAGO, ILL.

DAN-DEE

FIRE PROOF WASTE BASKETS

Not only will this Basket protect the user against the ever prevalent danger of Waste Basket fires, but will last practically forever and add materially to the pleasing appearance of an up-to-date office.

These baskets can be supplied in a great variety of finishes.

Catalogue and Prices on Request

ERIE ART METAL CO.

ERIE, PENNA.

Getting Started

on the day's work is an important matter. In some offices the distribution of the mail occupies half of the morning, enforcing idleness on correspondents and stenographers, sometimes delaying important matters for a whole day.

The Efficient Mail Distributor

facilitates handling of incoming correspondence—helps getting at and getting out your work. It has eight, six or four shelves as desired, which can be adjusted to different spacing, and, as it is supported by a single brace and stands up clear of the writing bed, occupies practically no desk space.

The "EFFICIENT" is made of olive green baked enameled steel. It is easily set up or taken down and can be attached to any desk or table.

Dealers and Specialty Men

This device is meeting with a ready sale wherever introduced.

Write us for further information and terms.

The Bailey Mfg. Co.

526 Fifth St., South, Minneapolis, Minn.

Makes Your Work Easier

ADJUSTABLE TABLE CO.

GRAND RAPIDS, MICH.

Also from Adding Machine Agents & Salesmen

YOU WILL KNOW

Absolute Chair Satisfaction When You Know Our Line

We manufacture a complete line of office chairs backed by over half a century of practical experience and give the utmost in both quality and style.

All That You Can Ask of a Chair

The cut shows one of our ideal office chairs made of highest grade selected quartered oak and finished either Golden Oak, Office Oak, Weathered Oak or Early English. Seats put together with Lindermann's wedged, dovetailed joint, insuring durability, and equipped with Gilson Mfg. Co.'s chair irons. Standing arm chair to match.

Get our catalogue and price list.

NICHOLS & STONE CO., Gardner, Mass.

Established 1857.

WELL TRAINED SERVICE

The man who does the right thing at the right time—who is always at your command—who does his work well every day—is one you are glad to have and to keep in your employ.

HART'S DUSTPROOF TYPEWRITER DESK

gives that kind of service.

The drawers are arranged to contain the greatest variety and amount of stationery and reference material. The patent hinge of the typewriter cabinet eliminates the need for counterweights, and the self locking feature keeps the typewriter permanently in place for writing until the operator desires to place it under cover.

Every compartment of the desk is absolutely dust and vermin proof.

Write for further information and catalog "B"

Hart Manufacturing Co.

520 N. Main St. Findlay, Ohio

Graffco VISE CLIPS
TRADE MARK REG. U.S. PAT OFF.
ARE MADE OF FLAT-ROLLED BESSEMER STEEL
—rather unusual for simple paper clips! Yes, indeed! But a paper clip—or more exactly, a **good** paper clip—is mighty important sometimes—keeping papers intact; holding an enclosure "just so;" fastening twenty sheets together so that they **won't** slip apart, and can't tear. And—

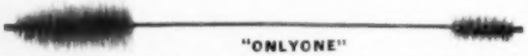
Graffco **VISE CLIPS**
made of this fine steel and with their patent "grip," will do all these things. They look well, too, and cost but little. Why not write us today for samples and prices?
In three sizes This is "No. 2"
GEORGE B. GRAFF CO., 294 Washington St., Boston, Mass.
Mfrs. of Graffco Vise Signals and Index Tabs

VISIBLE AUTOMATIC FILING Agents Wanted

Complete Unit Sample FREE
Write now, and see how easily you can keep the name on each card exposed to view, by the Best self index, automatic and visible system. Catalogue and testimonials on request. Complete unit if you write on business letterhead.
BEST INDEX CO. **Augusta, Ga.**

Mr. Typewriter Dealer
Have you taken into account the fact that we probably can furnish you with just the typewriters you want?
We are wholesalers only in rough and rebuilt machines, carrying a large stock on hand and every machine is the finest selected stock ready for your customer.
With our connections we are prepared to take care of you and our quotations are worth getting.
Export Trade is of Particular Interest
Write for our price list No. 27 today, you'll find it worth your while.
N.T.E.Co.
National Typewriter Exchange Company
Equitable Bldg Boston, Mass.

THE "ONLYONE" TYPEWRITER BRUSH
Small end for cleaning type, large end made of horse hair for cleaning all parts of typewriters and adding machines—big sellers, retail price 35 cents, dealers' price $1.50 per doz. Discount in gross lots.



"ONLYONE"
Can be washed and lasts a long time. Send 25 cents for sample.
G. W. KEMPLE & CO., 508 So. Dearborn Street, CHICAGO

Established 1875 Incorporated 1900 Still at it 1915
We Make Covers
For Typewriting, Computing and all Other Kinds of Machines Having Bright and Polished Surfaces.
OFFICE FURNITURE and *everything* with *bright surface* should be so protected. We are large manufacturers of these goods and believe we make the greatest quantity and variety.

Send us *sample* or *diagram* of *your article* and we will quote you prices and send sample of the material.
No article too large or *too small* for us to make and figure upon.
Wm. H. Wiley & Son Co., Hartford, Conn.

RIBBONS AND CARBONS

Charleston, W. Va.

It is stated that the Acme Ribbon & Carbon Company has been incorporated with a capital of $10,000, to manufacture typewriter ribbons and carbon papers. The incorporators are O. F. Payne, Cal. F. Young, M. C. Morgan, A. B. Bright and others.

Chicago, Ill.

R. A. Beck, who is distributing the Keystone and Manifold lines of carbon paper and typewriter ribbons, is making another extended trip to the Pacific Coast to call upon the trade generally. He advises that notwithstanding the general shortage in colors, curtailing the average supply of these items, his principals are relatively fortunate in having a good stock on hand and he, therefore, anticipates a very satisfactory business.

Los Angeles, Cal.

F. H. Schlador, favorably known in the typewriter field as one of the proprietors of the Typewriter Shop on Spring street, is now engaged in the manufacture of ribbons with marked success under the name of the Typewriter Ribbon Manufacturing Company.

New York, N. Y.

The Miller-Bryant-Pierce Company of New York has been incorporated as a branch of the company of the same name of Aurora, Ill., manufacturers of inked ribbons and carbon papers, and has opened sales offices at 253 Broadway. Ward J. Downs, who has been a salesman for the Miller-Bryant-Pierce Company in the Middle West, is manager of the New York office. He has as associate Frank Anning, also of the Aurora office. This office, which will cover eastern territory, is the third branch which has been established by the company, the first being opened at Milwaukee, Wis., two years ago, and the second a year later at Detroit, Mich.

Portland, Ore.

H. P. Hammond has acquired a half interest in the business of the Columbia Carbon Manufacturing Company. He has been made secretary and sales manager.

San Francisco, Cal.

C. Oppenheimer, vice-president of the Consolidated Ribbon & Carbon Company, was a recent visitor in San Francisco.

* * *

H. W. Johnson, traveler for the Carter's Ink Company's ribbon and carbon lines, has been calling on the trade in the Northwest, while E. S. Dearing, who works out of San Francisco with the same lines, is expected back from Denver shortly. C. H. Jenkins, who conducts the western distributing station for Carter's goods, has just received a large shipment of ribbons and carbons and is very busy re-shipping a good part of them on back orders.

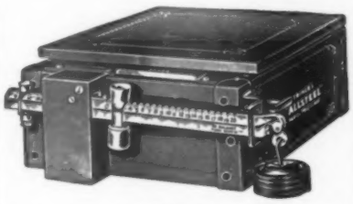
* * *

Edmund S. Lancaster & Company, manufacturers and distributers of carbon paper and inked ribbons for all purposes, who recently moved to new quarters on Front street, and since have been expanding the business, are now concluding arrangements for the opening of a branch office in Los Angeles about the first of the year.

The Reward of Merit

THE U. S. GOVERNMENT

has selected the TRINER "ALLSTEEL" 100-lbs. Beam Platform Parcel Post or Shipping Room Scales for the equipment of the parcel post service.



43,300

TRINER "ALLSTEEL" SCALES

have been installed in the different post offices throughout the country. It means that unprejudiced and competent judges made a selection that should be a guide to anyone who uses parcel post or shipping room scales and who wants the best. The "ALLSTEEL" is constructed with the beam below the platform which permits the accurate weighing of any shape or size of package—whether a letter or an automobile wheel. The rate computing chart is so arranged that it can be changed by any one.

ORDER THROUGH YOUR JOBBER

Price $20.00 Each

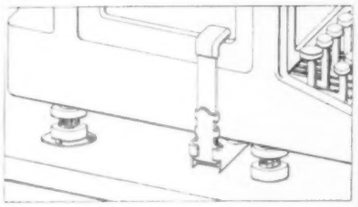
Write us for descriptive matter

Triner Scale & Mfg. Co.

2714 W. 21st Street Chicago, Ill.

TURTON'S "Spring Cushion" Typewriter Feet

(PATENTED)



—do not deteriorate with age, being a strictly mechanical device; each "foot" comprising 9 distinctive parts; made with the same mechanical accuracy that is employed in the manufacture of the typewriter—conforming with the *exact requirements* of each make and model, attached securely to the machine becoming a permanent and vital part of it, giving continued service as long as the machine lasts.

They cost a little more, but they do much more and keep on doing it.

DEALERS when you supply your customer with an article that gives **continued service** it means **continued trade.** (Read that again.)

Table Sets $2.00 **Desk Sets $3.00**

(Sold under 5-year guarantee.)

Attractive Trade Discounts

THORP & MARTIN TYPEWRITER CO.

Boston, Mass., U.S.A.

Parts Platens Tools Supplies

Index Cards
Guide Cards
Manifold Paper
Folders

TYPEWRITER PAPERS

100 Different Lines

Let's get acquainted - Write

ELSINORE PAPER CO., 29 Beekman Street, NEW YORK CITY

There Is Big Money in Automatic Card Printing

The Automatic prints while you wait

Business and Calling Cards, Tickets, Invitations, Announcements; and many others. **Prints 100 per minute, 6000 per hour. Write today for our free catalog 40.**

S.B.FEUERSTEIN & CO.
542 W. Jackson Blvd.
CHICAGO

FEATHERWEIGHT EYESHADE

The shade that takes your eye and keeps it in good health.

Light Weight, Adjustable, Durable, Hygienic, Healthful. No metal or elastic band to press or bind the head. Opaque for artificial light. Transparent for natural light. Lies flat when not in use, thus preventing being crushed out of shape by accident; can be carried in hat or rolled up in a small package to carry in the pocket. Visor wider than other shades. We recommend the opaque for those wearing glasses.

The Featherweight Eyeshade Co.
Merchantville, N. J.

PATENTS

Trademarks and Copyrights

Difficult and rejected cases specially solicited. No misleading inducements made to secure business. **Over 30 years'** active practice. Experienced, personal, conscientious service. Write for terms. Book free. Address

Specialty:—Typewriting and Adding Machines

Address E. G. SIGGERS

Suite 33 N. U. Bldg., Washington, D. C.

STOP LEAKS!

Stop time losses with the

RELIANCE TIME STAMP.

Check up time costs in shop and factory. Keep an accurate account of the date and time you receive and send out your mail, telegrams and orders. Works automatically, can't be wrong, requires no attention. Prints in a straight line, like this—

FEB 20 '13-10 15 AM

Write today on your business stationery for a **Reliance Time Stamp** *on free trial.*

Cushman & Denison Mfg. Co.
422 West 23d St. New York

VALUES

IN REBUILT AND ROUGH

TYPEWRITERS

Send in the Order

—— you will receive ample evidence of the quality of our product.

—— and you will eventually find that the promptness in handling the initial order is a part of our service, just as much as the quality of the typewriter.

—— and the prices will be satisfactory to your customer — and profitable, as well, to you.

Write for our special price list.

Young Typewriter Co.

62 West Madison Street
CHICAGO, ILL.

When You Think "Eyelets" Think "Barrett"

We carry constantly in stock millions of all kinds of Eyelets, Escutcheons, Washers, etc., and can make immediate shipment.

No matter what your wants in Eyelets, Barrett can supply you. Too many sizes and shapes to catalog. Send samples and let us quote our lowest prices.

The Barrett Bindery Co.

726 Federal Street, Chicago, Ill.

TODD PROTECTOGRAPH CO.

Manufacturers of the

Protectograph and Protectograph Check Writer
(Todd Patents)

Peerless Check Writer
PROTOD Registered Checks

World's Largest Makers of Check Protecting Devices.

1129 UNIVERSITY AVE.
Rochester, N. Y.

EUREKA EYE SHADE
"AS LIGHT AS A FEATHER"

DARK DAYS **CLEAR HEADS**

All winter long office men and women must work under glaring artificial lights and it is worth considerable to them to protect themselves from the resulting eye strains and headaches. Display the Eureka Eye Shade in actual use—post a notice in your store calling attention to the display and describing the protection afforded—and sales will be forthcoming.

Retail price 25 cents—Sold by all first-class Jobbers.
CHICAGO EYE SHIELD CO., 134 S. Clinton Street, CHICAGO

HIGHEST EFFICIENCY
IN THE DISTRIBUTION OF YOUR CORRESPONDENCE
CAN BE OBTAINED
BY USING
The Bristow Radial Distributor

MODEL 8 **PRICE $5.00**
Clears the Desk of Baskets and Trays

The above cut illustrates our Model 8 Distributor when fully set up. Any number of compartments less than eight are obtained by leaving out some of the partitions, all of which are removable or insertable at will. Size of base, 12 in. x 6½ in. x 3½ in. All metal construction—finely finished.

An Indispensable Feature of Every Well Equipped Office

If the size shown above is not suited to your needs send for our circular illustrating the other sizes.

Liberal proposition to dealers and office outfitters.

FREDERICK BRISTOW
54 Lawrence St., Newark, N. J.

CATALOGUES

The Melton-Rhodes Company of Washington, D. C., has issued a coat pocket size catalogue of office equipment under the trade name of the "National Line." This equipment is composed of attractive office and library filing units and different items, including the "Congress" line of cabinets, letter, cap and invoice sizes; the "Standard" line, "M-R Special," "Universal," special card cabinets, desk trays, book cases, phonograph record cabinets, display cabinets, "33" line, "Half Line," etc. The line also includes card trays, built-up desk trays, stationery cabinets for drawers and otherwise, slat waste baskets, etc.

* * *

The Ensign Manufacturing Company of Boston has favored Office Appliances with a useful book containing a table of reciprocals from one to ten thousand, for use with the Ensign electric calculating machine. By the use of these reciprocals all division may be easily handled on the machine.

* * *

The Byron Weston Company of Dalton, Mass., has issued an interesting booklet called "Unmaking Mistakes," by Marcus. This booklet contains a list of "tools of the trade" and a little sermon on accidents which happen to written documents such as ink marks, blots, mistakes necessitating erasures, finger marks, etc. The proper thing to do under all circumstances and the proper tools to use and how to use them are described in this booklet.

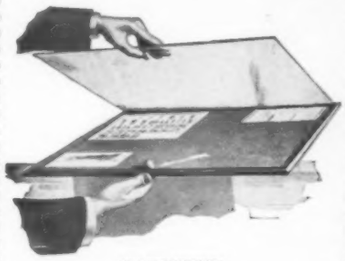
* * *

The George S. Parker Lucky Curve fountain pen is described in a beautiful catalogue sent to us by the Parker Pen Company of Janesville, Wis. The frontispiece is a picture of a handsome young woman about to write a letter. She is in an attitude of reflection. The picture is entitled "Inspiration." The letter, of course, is about to be written with a Parker pen. The introduction bears a likeness of George S. Parker, the inventor of the Lucky Curve pen. Follows then an illustrated test of the pen, proving that it will not leak, after which a detailed description of the mechanism of the Lucky Curve is given, together with a full description of the new Parker self-filling pen and the new Parker Transparent Bakelite Pen, which enables the user to see exactly how much ink there is in the barrel. Other styles of Parker pens are listed and described.

* * *

The Globe-Wernicke Company of Cincinnati, Ohio, is always an energetic user of mailing cards, folders, etc., advertising its extensive lines in natural colors. One of these mailing cards pictures the different styles of Globe-Wernicke book cases and describes their many advantages. Another folder tells about the Eas-e-seat, an office chair with a seat which combines the advantages of the padded spring and the wooden saddle seat, with none of their drawbacks. The new desk is a full-rounded saddle seat of perforated leather scientifically designed to give perfect comfort.

THE ROSCO
Glass Desk Pad



(PATENTED)

As necessary as a desk. A glass plate that can be lifted as easily as your hat. An ornament and a utility combined. Sanitary and economical.

The **ROSCO GLASS DESK PAD** consists of a glass plate fitted into a flanged frame. A hole in the bottom of the pad permits the insertion of a finger to lift glass, and there is **NO SUCTION or DISTURBANCE of Papers when glass is lifted or lowered.** The flanges protect edges of glass from contact and are bound in the heaviest and finest quality of leatherette, in finishes that beautifully match light oak, golden oak, weathered oak and mahogany desks.

Its originality attracts attention everywhere.

Desk Dealers and Stationers will find this a profit maker.

Write for complete descriptive matter and prices now.

Ravenswood Office Specialties Co.
West Ravenswood & Newport Ave., Chicago

"The Inn Beautiful"

The Mizpah

SYRACUSE, NEW YORK

Montgomery and Jefferson Streets

Modern in every detail—Centrally located — Fireproof construction.

Room with hot and cold water, $1.00-$1.25
Room with bath.....$2.00

NO TIPS ALLOWED

Hotel Charlevoix

Detroit, Mich.

A 200 room hotel, completely furnished and equipped. 150 rooms with private bath. An Ideal Location. Absolutely Fire Proof.

Rates, $1 and $1.50 without bath, $1.50 up with bath.

GRINNELL BROS., Props.
Horton M. Kellogg, Mgr.

HOTEL HERKIMER
Grand Rapids, Michigan

The Herkimer
GRAND RAPIDS, MICH.

European Plan $1.00 up.

Popular prices in Cafe and Lunch Room

Surely You Can

make a profitable proposition of selling the

CRYSTAL ERASER

because it does its work perfectly. The crystal instantly obliterates ink marks and typewriting without injuring the surface of the paper in the slightest degree. The brush removes particles so that there is no soiling the paper.

The erasing crystal can be freed of particles by a tap.

Dealers are finding the Crystal Eraser a rapid seller. The discounts will satisfy you and make it worth your while. We'll be glad to forward details if you'll write us.

THE CRYSTAL MFG. CO.
Larned Building SYRACUSE, N. Y.

OUR DECEMBER PRICE LIST

covers just the machines you want at prices which will enable you to make real profits on your rebuilt typewriter business. There are several

good bargains — machines - in - the-rough, refinished, and rebuilt—all standard makes.

Immediate Shipment

Write today for our December 1 list 16-M.

TYPEWRITER EMPORIUM

34-36 West Lake Street
CHICAGO
(Established 1892)
Largest Independent Dealers in the World

Typewriter Ribbons

The clean-cut writing of distinctive appearance and the long wear obtained from our Typewriter Ribbons give the user extra ribbon satisfaction.

Write for Agency Proposition

Canode & Hunt Mfg. Co.
Manufacturers of
Typewriter Ribbons
536-538 So. Clark St. CHICAGO

GOLDING SHEARS

Made in sizes 8, 12, 16, 24 and 36 inches and three styles. With Table and without, also on stand. $4 to $70.

Draw Cut—no clamp required.

Useful, durable, reliable for cutting paper, cardboard, cloth, thin leather or wood veneers. *Extensive Line of Lever and Power Cutters, Printing Presses and Accessories.* Write for literature. State requirements.

GOLDING MFG. CO., Franklin, Mass.

Indispensable Office Necessities

The Porto Clip File

Made in Letter Size, 11¼x10¼ inches Covered in Cloth

Simple, Practical, Substantial, Convenient, Inexpensive, Elegant.

RETAIL PRICE 50 CENTS

The Acco Fastener

A perfect filing device, will hold any amount or kind of papers, fits perfectly flat and takes up no room in the files.

MADE BY
AMERICAN CLIP COMPANY
Beebe Ave. and William St.,
LONG ISLAND CITY, N. Y.

The Original Cushion Speed Keys for Typewriters

Prevent sore finger tips and split nails, increase speed and save repairs no machine complete without them.

A keyboard equipped with Cushion Keys gives comfort, speed, delight and ease.

Fit over the regular keys, put on with the fingers, no tools required. Made of black, white or green rubber.

REDUCTION IN PRICE:
Single Keyboard Sets Now $2.50
Double Keyboard Sets Now 4.00
Adding Machines (8 Cols.) 4.00

If not at your dealers send direct for a set on trial.

IMPERIAL MANUFACTURING COMPANY
295 WASHINGTON ST. NEWARK, N. J.

Liberal discount to the trade.

MARSH HYGIENIC RUBBER FINGER PADS

Fit the finger perfectly—perforated to allow ventilation. Corrugated to **Grip** the paper. Will not smudge or soil as a moistened finger does. Bank Clerks, Postal Clerks, Cashiers, Paymasters, Reference Clerks, Printers, Press Feeders, Accountants—all use these pads for sanitary reasons as well as for saving of time, accuracy in counting or sorting. This is something greatly needed. Write us.

Davol Rubber Co., Sole Manufacturers
PROVIDENCE, R. I.

THE THREE "RIVAL" FOUNTAIN PENS

OPEN

NEW RIVAL SELF-FILLER Pen is filled by simply turning the collar in center of barrel to opening. Press hard rubber bar, release and pen is filled. No metal parts to corrode or to rot rubber sack. Has all the good, reliable features to be found in any of our pens, plus the special advantage just mentioned.

RIVAL NON-LEAKABLE—Perfect fitting, air-tight joints form a perfect, absolutely non-leaking writing instrument. Can be carried in any position without leaking.

RIVAL DROPPER FILLER—From No. 1 to No. 8 plain, chased, gold mounted with bands and sterling silver and gold filled filigree mountings. Very appropriate for Holiday trade.

SPECIAL FACILITIES FOR REPAIR WORK.

Catalog illustrating our full line and giving Prices and Discounts will be sent to dealers on request. WE FULLY GUARANTEE EVERY PEN.

Established 1884.

D. W. BEAUMEL & CO., Inc.

Office and Factory **35 Ann Street, New York**

FOREIGN TRADE SOLICITED.

HOUSE ORGANS

The first December number of "Tips," the house organ of the Irving-Pitt Manufacturing Company, contains a number of useful hints, including a plea for speed, an item about Irving-Pitt loose leaf in the movies, another use for No. 1101 memos, and several tips from Irving-Pitt dealers giving ideas on the handling of loose leaf devices.

* * *

The November number of "Graphite" contains several things of interest to stationers, including one of a series of articles on "Dixonites Who Pencilize the Country." This is number two of the series and gives a likeness of Phil Meyers of New York. Reference is made to the fact that Edward E. Huber of Eberhard Faber has been made first vice-president of the National Association of Stationers and Manufacturers, and J. H. Schermerhorn, treasurer of the Joseph Dixon Crucible Company, has been elected a director. An interesting article on South American business occupies one column.

* * *

The Thanksgiving number of "The Burroughs" presents the usual amount of interesting news of the Burroughs organization, copiously illustrated. A little Thanksgiving sermon appears on the inside front cover by A. J. Lauver. At the top is an interesting photograph showing Mr. Lauver at work at his desk.

* * *

The November number of "Demonstration," the house organ of the L. C. Smith & Bros. Typewriter Company opens up with an interesting article on "Rules," by M. S. Eylar, general sales manager. In this article Mr. Eylar points out the necessity of rules as a guide to human actions. Yet, nevertheless, rules have certain disadvantages which are especially evident when salesmen and managers think so much about the rules that they forget to use their own initiative. Some of the leading salesmen of the L. C. Smith organization are pictured in the pages of this number, which contains several other interesting and useful articles, including one by Miss C. H. Smith of Chicago on "Company Training of Minor Employés."

* * *

The November number of the Chair Man, the house publication of the Murphy Chair Company of Detroit, contains a number of interesting articles. A suggestive article is that entitled "Things You Should Know," by Edwin A. Walton of the Burroughs Adding Machine Company. The point of the story is that during 1914 the business graveyard claimed twelve thousand retailers. What these twelve thousand men did not know about their business, but could have found out, broke them. Gleeson Murphy contributes a double page spread entitled "The Letter Whirl," containing some good advice about writing business letters. Letters can be as brimful of personality as a living, breathing salesman. One of the points made is that a good letter contains a strong handful of opening words, bringing the reader right out of the center of his affairs.

Here's How To Cut Costs in YOUR Mailing Department

HERE'S a book that tells how to do away with that last hour rush in mailing department—that hour when more help is needed—when more speed is wanted. Describes in detail methods of handling mailings in actual use by businesses big and little—methods that will make your mailings more efficient. The book is FREE if you write for it on your business letterhead.

FREE

ACORN THEXTON ENVELOPE SEALER

—the machine that makes it possible for one operator to do the work of several—seals your envelopes neatly, carefully, accurately, and gets your mailing out—on the dot. Motor driven—strong—simple to operate—and always ready for work. Made in four models—a size for every business—$80—$65—47.50—27.50. Write for FREE book—and the facts on this money-saving machine NOW.

DEALERS—Write for our special proposition

Motor Driven $65

ACORN BRASS MFG. COMPANY
426 South Clinton St., Chicago, Ill.

THE STANDARD TYPEWRITER BOARD

is a compact stationery cabinet located under the typewriter. The position of the cabinet increases the stenographer's efficiency as it concentrates her attention upon the typewriter. It is not necessary to stretch about, reaching into inconvenient desk drawers for material.

Dealers and specialty men interested in the "Standard" board are invited to write for further information.

Byron T. Mills, Las Vegas, N. Mex.

BEST BANK OFFICE PENS ARE PARSONS' SILVER PLATED PENS

because they wear so long without corroding and write so smoothly; some last over a month in daily use. Trial gross orders have had 25 gross at next order. Sample doz., assorted, 10c. Gross, $1.50 prepaid. Liberal Discounts to Trade on Pens, Coin Wrappers, Coin Bags and Bill Straps.

NON-RIPPING COIN BAGS

We have sold over 700,000 of our Bags; Made of heavy cloth and double-stitched, so don't rip. All are neatly printed. 20 sizes. Free samples. Liberal trade discounts, or special sizes made. Address

The Detroit Coin Wrapper Co.
371 Harper Ave. Detroit, Mich.
70 Bond St., Toronto, Canada

The "Satellite" Typewriter Stand

Your Typewriter

located on our "Satellite" stand, is as convenient as your favorite pen. The "Satellite" way increases the efficiency of operator and typewriter 100%. Does not infringe on desk room and always gives the operator a clear and unbroken writing bed in the center of the desk.

If your dealer cannot supply you we will ship direct — Write us

Adjustable Table Co.
Grand Rapids, - Michigan

Acme Gold Pen Co.
Established 1884
Manufacturers of Fine Gold Pens

Gold Pens for Fountain Pens a Specialty.
Repairs on Gold Pens, Fountain Pens, Pencils, etc. promptly attended to.

EXPORT TRADE SOLICITED

35 Ann Street, New York

Multigraphs, Adding Machines, Office Devices at half price and less

Rebuilders of typewriters, adding machines, time clocks, dictaphones, duplicating machines, new and second hand office furniture and safes. We enjoy facilities which enable us to make low prices. The goods are cheap in price only.

Write for price list today. It will save you money.

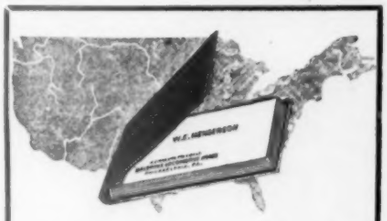
Chicago Safe & Merchandise Co.
30 and 32 W. Lake St., Chicago

Look

Metal Corners for Books by Mail

MADE BY

Ideal Book Mailing Corner Co.
WORCESTER, MASS.
Write for Samples



From Maine to California Wiggins Peerless Patent Book Form Cards

ARE USED as the result of superior engraving rather than so many cards at so much money.

Many of America's largest users of quality cards who appreciate the importance of proper card representation use Wiggins cards exclusively. This clientele compliments the skill and care exercised in engraving a Wiggins plate.

Ask for tab of specimens, detach the cards one by one and observe their clean-cut edges and the protection afforded by their being encased in convenient book form style. Samples free on request.

The John B. Wiggins Co.
Established 1857
Engravers Die Embossers Plate Printers
51-53 E. Adams St., Chicago

PATENTS

Paragraphic Record of Recent Inventions in the Office Appliance Field.

Copies of any one of these patents can be obtained by sending 15 cents in stamps to E. G. Siggers, patent lawyer, Suite 33, N. U. Building, Washington, D. C., and mentioning Office Appliances

1,149,952. Duplicator Machine and the Like. George Arthur William Rushworth, Manchester, England.

1,149,953. Duplicating Machine. George Arthur William Rushworth, Manchester, England.

1,149,999 Filing Cabinet. Constantin Liebert, Warsaw, and Waclaw Liebert, Moscow, Russia.

1,150,034. Index Card. John C. Hub, Cleveland, Ohio.

1,150,068. Writing Instrument. Herman G. Schroeder, Lincoln, Nebr.

1,150,164. Type-Writing Machine. Richard M. Becker, New York, N. Y., assignor to John T. Underwood, Brooklyn, N. Y.

1,150,276. Rule. Harry E. Lee, Oakland, Cal.

1,150,277. Rule. Harry E. Lee, Oakland, Cal.

1,150,287. Type-Writing Machine. Harry Mikkelsen, Chicago, Ill., assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

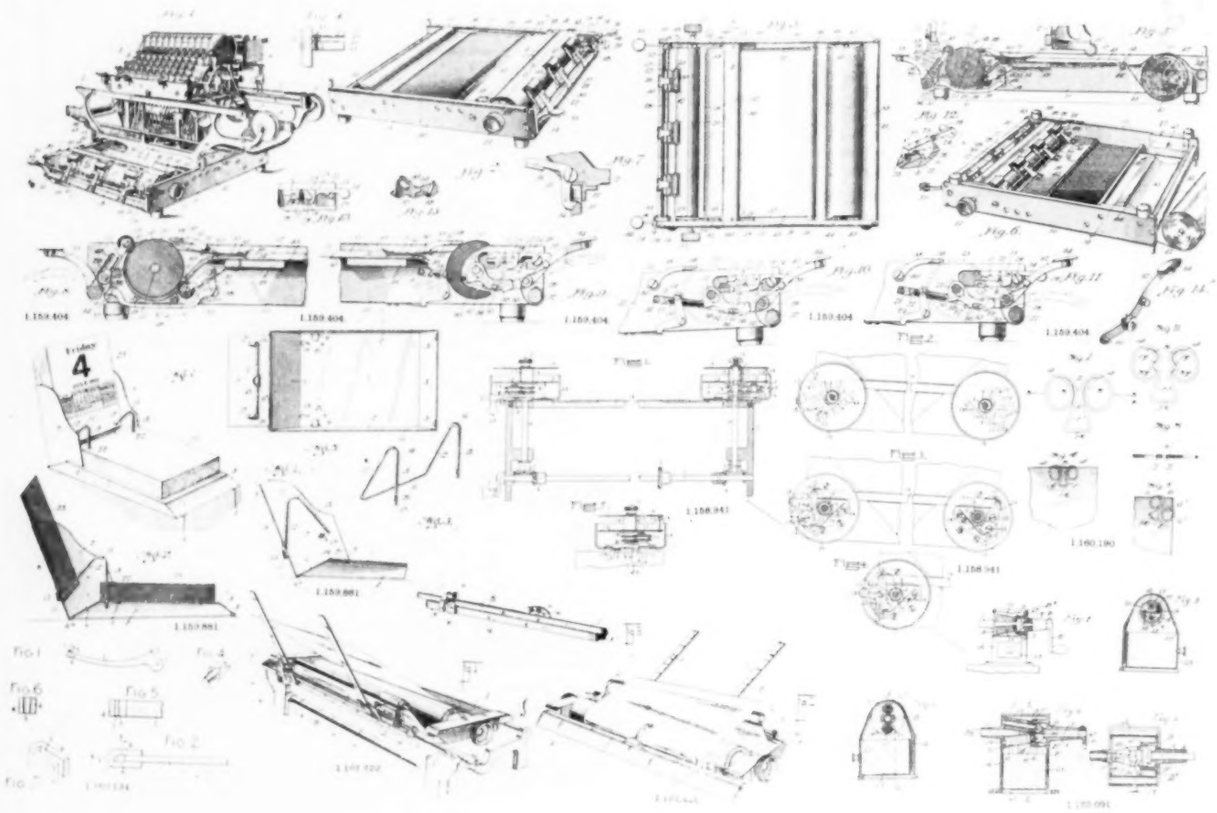
1,150,345. Type-Writing Machine. Adolphus S. Dennis, Lakewood, Ohio, assignor to Underwood Typewriter Company, New York, N. Y., a corporation of Delaware.

1,150,366. Type-Writing Machine. William F. Helmond, Hartford, Conn., assignor to Underwod Typewriter Company, New York, N. Y., a corporation of Delaware.

1,150,382. Type-Writing Machine. Charles J. Paulson, Newark, N. J., and James E. Simpson, Brooklyn, N. Y.

1,150,442. File and Binder. William Ellison McLean and Thomas Charles Coull, Denedin, New Zealand.

1,150,472. Temporary Binder or Loose-Sheet Holder. George P. Wigginton, Kalamazoo, Mich., assignor to Kalamazoo Loose Leaf Binder Company, Kalamazoo, Mich.



No. 1,159,404.—Paper supporting and feeding mechanism for typewriting machines; patented November 9, 1915, by Olaf O. Martin, Portland, Ore., assignor to Elliott-Fisher Company, Harrisburg, Pa.

No. 1,159,881.—Desk calendar; patented November 9, 1915, by Rollo M. Vick, Kent, O., assignor to the Goodline Manufacturing Company of Kent, O.

No. 1,158,941.—Improvements in typewriting machines; patented November 2, 1915, by William A. Lorenz, Hartford, Conn., assignor by Mesne assignments to the Noiseless Typewriter Company of Middletown, Conn.

No. 1,160,190.—Paper clip; patented November 16, 1915, by William Paul Joseph Murray, Philadelphia, Pa.

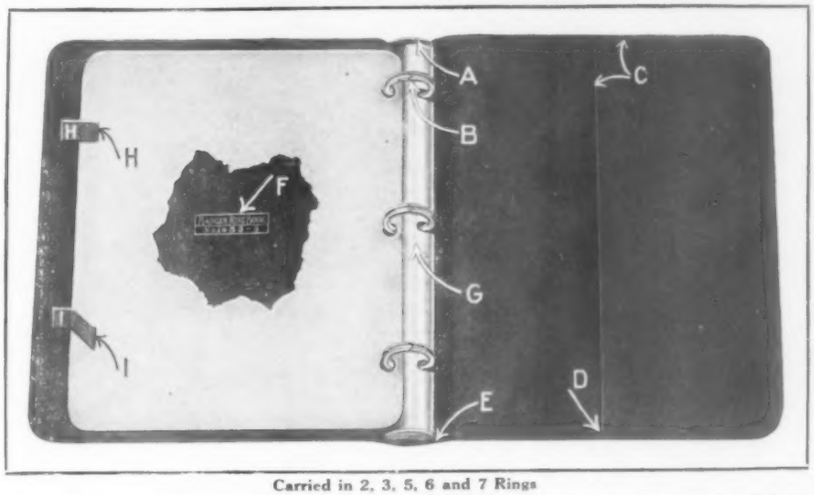
No. 1,160,134.—Improvements in typewriting machines; patented November 16, 1915, by Arthur J. Briggs, Syracuse, N. Y., assignor to Remington Typewriter Company of Ilion, N. Y.

No. 1,161,422.—Margin indicator for typewriters; patented November 23, 1915, by Theodore A. Sundal, Taber, Alberta, Canada.

No. 1,160,091.—Pencil sharpener; patented November 9, 1915, by John K. Stewart, Chicago, Ill., assignor to Stewart Manufacturing Company of Chicago, Ill.

BADGER RING BOOK

"THE REAL RING BOOK OF THEM ALL"



In the **Badger Ring Book** the manner in which the ring pressure is applied is an entirely exclusive **Badger** feature. The mechanism is so constructed that a more binding grip is procured than any other make of ring book.

The patented fastennings by which the rings are firmly riveted to the plates makes it impossible for them to work loose.

Carried in 2, 3, 5, 6 and 7 Rings

A—Automatic levers permit the user to open or close the rings without touching them. No pinched fingers or soiled sheets.

B—Flat rings. Leaves don't tear out.

C—"Built-In" pocket. Can't peel or tear from binding.

D—Pocket reinforced with cloth. Won't rip.

E—A one piece lining extends throughout width of cover and under fixture. The usual two piece lining is apt to peel along the inner edges. The one piece lining cannot peel and is much more sightly.

F—Gold imprint.

G—Highly nickel-finished top plate.

H—This is the ordinary shaped index tab which is apt to tear from the sheet with little wear.

I—This is the BADGER index tab. Its different shape and greater surface covering increases its strength and wearing quality.

THE HEINN COMPANY

Write for Information

MILWAUKEE, WISCONSIN
WALKERVILLE, ONTARIO

You and Your Customers

WILL BE SATISFIED

WITH **Goes** BLANKS

FOR

· STOCK CERTIFICATES · BONDS · DIPLOMAS · BANK FOLDERS ·
TYPEWRITER RIBBON AND CARBON PAPER COUPONS

A NEW LINE CHECK BLANKS NOW READY

LITHOGRAPHED CALENDAR PADS

165 STYLES AND 3 DAILY DATE PADS FOR 1916

A Corporation Record Book THAT
CAN BE USED THRUOUT THE UNITED STATES AND CANADA

GOES LITHOGRAPHING CO. CHICAGO
42-48 WEST 61ST STREET

- SINCE 1879 -

W A N T S

NOTE—"Want" Advertisements are received for this department at 4 cents a word. Minimum charge one dollar, payable in advance. Only legitimate advertisements received, and those relating to trade necessities.

HELP WANTED.

WANTED.—Young man familiar with commercial stationery, including loose leaf. Inside work. An excellent opportunity for an energetic person who has had stationery experience. Address O-11, care Office Appliances, Chicago.

WANTED—First class L. C. Smith repair man. No other need apply. State salary and experience. L. C. Smith & Bros. Typewriter Co., 311 Broadway, New York.

REPAIRMAN Wanted—Good salary will be paid to man who can rebuild all makes of machines and do the work well. Must be a sober man and prefer one that is married. Address, reply including information to, A-6, care OFFICE APPLIANCES, Chicago.

WANTED—A capable young man who has had experience in office stationery, filing devices and supplies. Inside work. Located in progressive northern city. A good opportunity for right person. Address C-7, care OFFICE APPLIANCES, Chicago.

SALESMEN WANTED.

WANTED—Outside man to sell office specialties and supplies in up-to-date town on northern Mississippi. The line includes adding machines, rebuilt typewriters, change making machines and general office supplies. Liberal commission for a hustler. Goods handled are well advertised. Want some one who can qualify at once. Address D-12, care OFFICE APPLIANCES, Chicago.

WANTED—Salesman, adding, calculating, time, other devices. Exceptional opportunity. Business Equipment Sales Company, Los Angeles, Cal.

WANTED—Thoroughly experienced outside salesman with $3,000 to $4,000 to invest in established going stationery and printing business in first class location. Money needed to expand business. Applicant must furnish highest references as to integrity and responsibility. Address X-10, care Office Appliances, Chicago.

TYPEWRITER Salesmen and Repairmen—Increase your income by taking orders for our Cushion Speed Keys at $2.50 per set, no capital required. Easy money. For particulars address Imperial Mfg. Co., 291 Washington Street, Newark, N. J.

SITUATIONS WANTED.

HUG Cushion Typewriter Rollers.—I have about three hundred assorted. Make me an offer. W. W. Sale, 812 Pike Street, Seattle, Washington.

SALESMANAGER who has more than twenty years' experience in specialty business, nearly all as organizer, sales manager and executive, is open for connection with a high grade concern. An American of forty, in best physical and mental condition and has been with three concerns only, all of international reputation. Knows office specialty business thoroughly from every angle and has some knowledge of foreign business. Would be glad to hear of a high grade location with opportunity for earnings commensurate with effort and results. Correspondence accepted confidentially and credentials exchanged. Address K-15, care Office Appliances, Chicago.

A CAPABLE stationery salesman is open for connection with a responsible manufacturing company. Personally acquainted with a large proportion of the trade. Has been successful in this field, displays pleasing personality and has good habits. Excellent references can be supplied. Address S-13, care Office Appliances, Chicago.

SOUTHERN typewriter man for past four years traveling salesman, two previous years bookkeeper and stenographer, desires change. Can sell anything with merit for an office. Speak Spanish fluently and would go anywhere. Only high grade line considered. Good references and record. Address V-14, care Office Appliances, Chicago.

A SALES manager, capable of handling a big position, is open for connection in this field. For several years has had charge of sales of well-known concern. Would like to hear from concerns who need a man who has both vim and ability. Address P-7, care Office Appliances, Chicago.

SWITZERLAND—Capable agent with first-rate experience in typewriters and office appliances desires representation of first-grade firms only, for Switzerland, Germany, and Austria. Consignment preferred, or special agreement. Headquarters in Zurich. Write under F 1542 to Haasenstein & Vogler, St. Gallen, Switzerland.

AGENTS WANTED.

ENGLAND—A company with extensive connections in England and allied countries, at present agents for large American concern, desires the sole agency in their territory for new successful office specialties. The company have representatives in New York who will assist in making arrangements. Specialties of small size are preferred and highest co-operation will be shown manufacturers. Address Z-11, care Office Appliances, Chicago.

H. OHASHI & COMPANY, 54 Leonard Street, New York, leading manufacturers, wish to secure good representation everywhere throughout the world for their Typewriter Ribbons, Carbon Paper and Japanese Copying Books, etc. Best and standard in these lines.

AGENCIES WANTED.

EXPORT Agencies Wanted—An important corporation, having a thoroughly established foreign trade in a well known office device, is desirous of using its export department and its many foreign agents for handling the exclusive agencies of a few non-competing office specialties. Good opportunity for smaller manufacturers who have not had the time or facilities to develop the foreign market for themselves. Address N-7, care Office Appliances, Chicago.

OUR Line-finding copyholder for stenographers is a big money getter. Entirely new. Over 100 per cent profit. Field unlimited; business houses order in quantities. Write at once for exclusive territory. Lineguide Mfg. Company, 160 North Fifth Avenue, Chicago.

FOR SALE.

MULTIGRAPHS (all models), Printographs, Writerpresses, Mimeographs. All at one-fourth to one-third original cost. Slightly used but perfect. Guaranteed. Hundreds of largest commercial concerns, colleges, even the Government, have bought from me. Rare bargains now. Russell A. Baum, Philadelphia Bourse, Philadelphia, Pa.

AN old established commercial stationery and office equipment business in city of four hundred thousand, with some of the best class of trade in the locality. A good selling organization. A No. 1 stock and fixtures. Very desirable lease. From right parties will accept small payment down. Address W. W. C., 662 Ellicott Square, Buffalo, N. Y.

FOR SALE—Well established commercial stationery business in a leading southwestern city. Only reason for selling is lack of sufficient capital to develop. Will require about $10,000 cash to handle. Address Y-4, care Office Appliances, Chicago.

FOREIGN BUSINESS OPPORTUNITY.

AN important South African importing concern desires to secure American agencies. This company is sole agent for a number of prominent British concerns, some of which are in the office equipment field. Their traveling men cover all of South Africa, including Rhodesia. The publishers of this magazine will give name and address of this concern to those interested. In writing to us, please refer to KT-14.

Get a Rapid-Fire Machine

The success of an army depends largely upon the effectiveness of its equipment. Old-fashioned carbines cannot hold the line against modern machine guns.

By the same token, pencils pushed by figure-weary brains are no match for the rapid action of the Comptometer in marshalling the figure-facts of business.

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The New Woodstock Visible Silent Typewriter

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STANDARD, in shape, weight, equipment and design. Has ball bearing carriage, two color ribbon device, 42 keys, and all other necessary conveniences.

TWENTY PER CENT LESS PARTS than any other standard machine, and has a greater percentage of hardened steel parts than any standard machine of simple construction.

Owing to quality and our new sales plan it sells with little effort.

Simple—Durable—
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Manufactured, Sold and Guaranteed by

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Yes, the crowning typewriter triumph *is here!*

It is just out—and it comes years before experts expected it. For makers have striven a life-time to atta this ideal machine. And Oliver has won again, as we scored when we gave the world its first visible writing

The OLIVER No 9

The Standard Visible Writer

BUY IT NOW!

CAUTION

The new-day advances that come alone on this machine are all controlled by Oliver. Even our own previous models—famous in their day—never had the Optional Duplex Shift.

It puts the whole control of 84 letters and characters in the little fingers of the right and left hands. And it lets you write them all with only 28 keys, the least to operate of any standard typewriter made.

Thus writers of all other machines can immediately run the Oliver Number 9 with more speed and greater ease.

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Write at once for "*Opportunity Book*" FREE that shows how you can win both profit and prestige—full time or spare hours—as the agent for this new Oliver No. 9. How you can secure exclusive control and sale in your home community. Learn how we give you a sample Oliver "9" on the same attractive basis as 15,000 who are now earning incomes as Oliver agents.

No experience is necessary. So do not delay and let someone else get your territory.

Write for "Opportunity Book" *at once.*

WARNING

This brilliant new Oliver comes *at the old-time price.* It costs no more than lesser makes—now out-of-date when compared with this discovery.

For while the Oliver's splendid new features are costly—we have equalized the added expense to us by simplifying construction.

Resolve right now to see this great achievement before you spend a dollar for any typewriter.

If you are now using some other make you will want to see how much more this one does. If you are using an Oliver, it naturally follows that you want the finest model.

17 CENTS A DAY!

Remember, this brand new Oliver "9" is the greatest value ever given in a typewriter.

Yet we have decided to sell it to everyone everywhere on our famous payment plan—17 cents a day! Now every user can easily afford to have the world's crack visible writer with Selective Color Attachment, and with the famous PRINTYPE that writes like print, *included FREE if desired*

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The Oliver Typewriter Company

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